

Chemist & Druggist

Benn >>

AUGUST 7 1976 THE NEWSWEEKLY FOR PHARMACY

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IMPERIAL LEATHER BATHING FOAM



THE START OF ANOTHER BATHING REVOLUTION
FROM THE No 1 SOAP MAKERS.

Check Up On Your Family Right Away

LAST week a fresh-looking, well-dressed teenage girl called at a Glasgow hairdressing salon to have her hair done for a night out. Minutes later she said she was sorry she couldn't do her hair. The hairdresser told her the eggs of hair lice were dotted with tiny white eggs of hair lice.

She's not the only one to have been turned away lately. Years ago, hair lice were particularly common among school children, and chemicals to destroy them were used in schools. But now, because of the danger of resistance, the use of chemicals is discouraged.

Conspiracy of silence helps super-lice

AW the Glasgow school children who have been turned away from the hairdressing salon, the conspiracy of silence helps super-lice. The school children are not allowed to tell their parents or friends about the lice. The school children are not allowed to tell their parents or friends about the lice.

Super-lice takes over a million scalps

THE LONDON SCHOOL OF TROPICAL MEDICINE, THAM, devoted study, and "empathy," he has been proving many of the popular notions about lice. Ancient myth, and even medical belief, had always not like dirt and therefore schoolchildren to wash their hair more often. But using a shampoo help if it is only on the head for minutes. "Let us talk of curing lice of lice, not cleaning them," said John Maunder.

Watch out for lice, warning to pupils

Express Staff Reporter

MORE THAN 400 children were sent home from school yesterday with a warning to watch out for lice. The warning was given to pupils of the London School of Hygiene and Tropical Medicine, which is a specialist school for children with lice.

Medical News Doctor national de-lousing day

TOO FEW DOCTORS know enough about lice and even fewer will admit it, said Mr. J. W. Maunder, an entomologist of the London School of Hygiene and Tropical Medicine at a recent meeting on head infestation. The view was echoed by members of the audience.

Studies of an intimate insect

SCIENTISTS now believe that lice have been on earth since the time of the dinosaurs. They will not expose patients to risk because the lice are not dangerous to humans. The lice are not dangerous to humans. The lice are not dangerous to humans.

LICE OUTBREAK

Two schools at Milton Keynes, Northants, were closed for a few days last week following an outbreak of head lice among the children. More than 100 children were sent home and their parents were given a bottle of special insecticide.

Super-lice invade schools

Super-lice have been invading schools in the London area. The lice are not dangerous to humans. The lice are not dangerous to humans. The lice are not dangerous to humans.

Teachers submit protection plan

Teachers at the London School of Hygiene and Tropical Medicine have submitted a plan to protect their pupils from head lice. The plan is to use a special insecticide to kill the lice. The plan is to use a special insecticide to kill the lice.

RAMPANT LOUSINESS

by Bobbie Jacobson

each square centimetre of my eye and I've got to be careful. I've got to be careful. I've got to be careful. I've got to be careful.



ANOTHER BORN LEADER.

- * The luxury bathing foam for all the family.
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IMPERIAL LEATHER BATHING FOAM



THE START OF ANOTHER BATHING REVOLUTION
FROM THE No 1 SOAP MAKERS.

THE FACTS OF LICE...

There is no need for anyone to feel ashamed about having head lice.

- Infestation is a troublesome and embarrassing condition.
- Head lice may lead to scalp infections and impetigo.
- Lice are transmitted by direct contact in close communities such as schools and nurseries.
- The peak periods of infestation are directly after school holidays i.e. April/May, September/October and January.
- 1 in 50 of the population suffer from head lice.
- As many as 1 in 5 schoolchildren in many neighbourhoods are infested.

...AND THE FALLACIES

- It is **not** true that only dirty people become infested—in fact, lice prefer clean scalps.
- Lousiness **isn't** caused by long hair.
- Lice do **not** jump—they are transmitted by direct contact.
- Eggs (or nits) **cannot** be removed by normal shampooing or combing.

THE ACTION GROUP

PRIODERM LOTION—The preparation most commonly used by clinic staff, kills lice and their eggs (nits) within seconds, and has a residual effect lasting up to 6 weeks. It is the least toxic of all insecticides used against lice infestation.

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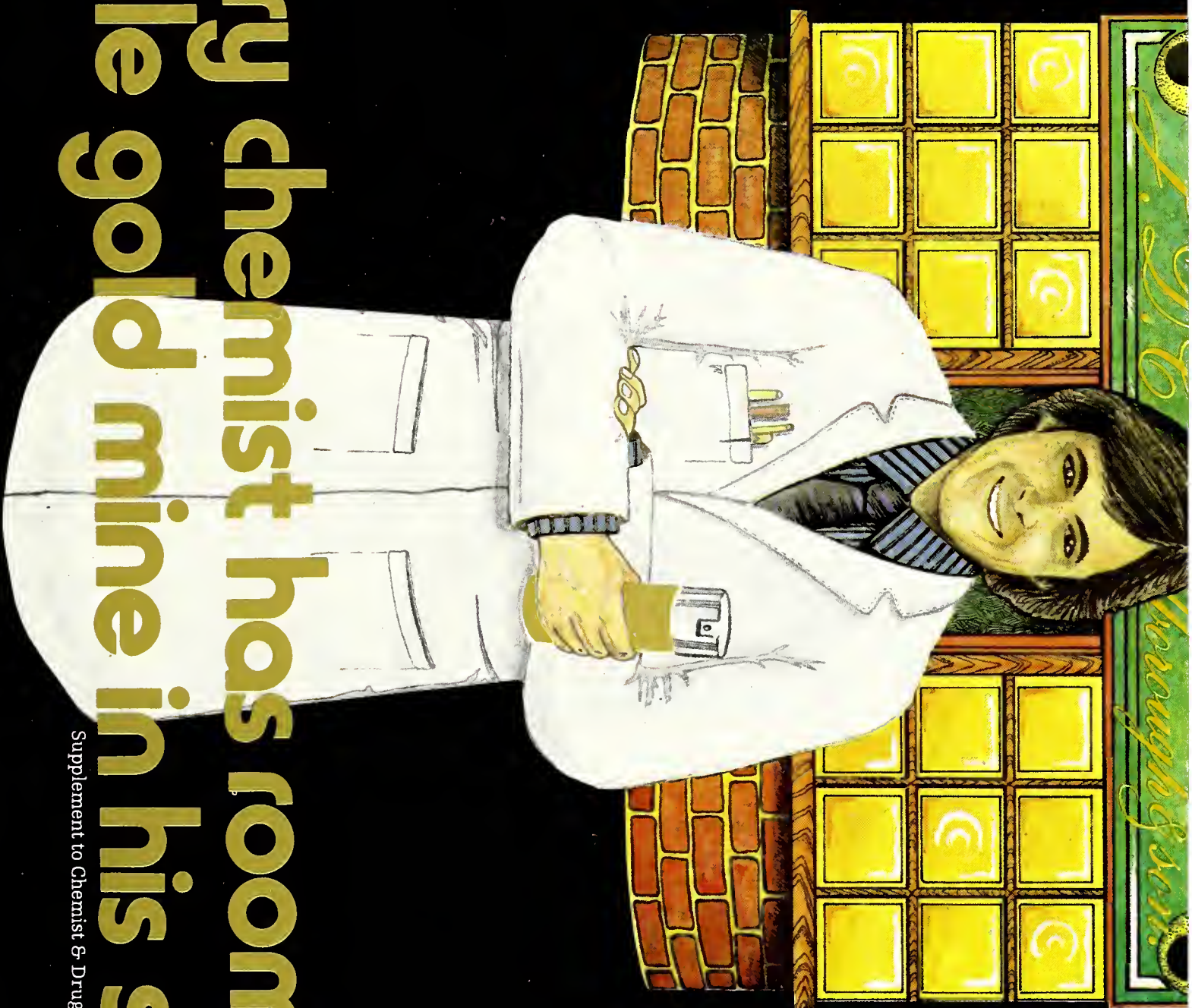
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Supplement to Chemist & Druggist August 1976

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Joint sterling brand leader

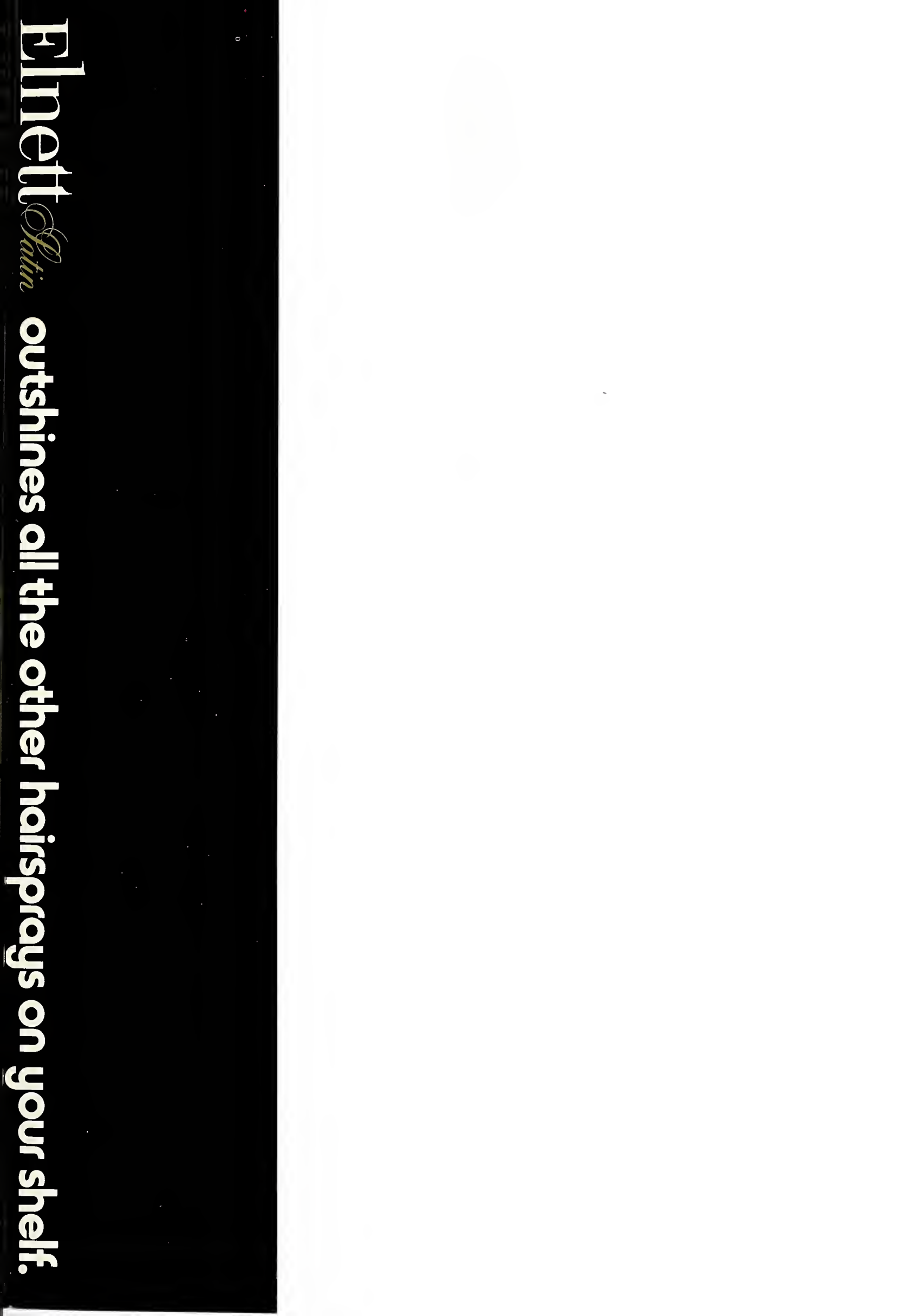
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Elnett *Matin* **outshines all the other hairsprays on your shelf.**



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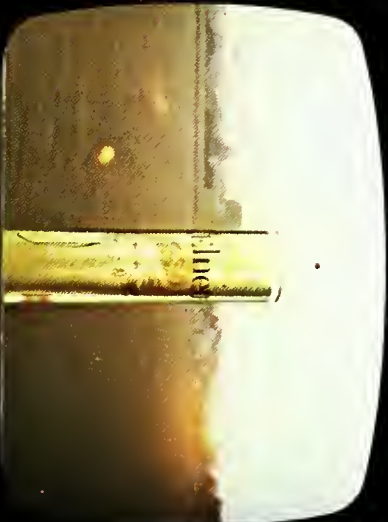
"I want my hair to look its very best so I use what I think is the very best hairspray.



Elnett by L'Oreal.



It's not just because it holds my hair in place — I'd expect that from any hairspray



... it's the way it holds. My hair always feels soft and natural.

And Elnett brushes out so easily."



Elnett by L'Oreal—because you're worth it.

Chemist & Druggist

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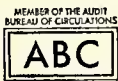
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Comment

Title decision

There are understandable elements of frustration and indignation in two letters we publish this week (p172), both dealing with the Statutory Committee’s reprimand handed out to a pharmacist whose company was trading as “Fergusson’s the Chemist” (C&D, July 24, p93). One of the correspondents also drew our attention to the facing page to the report, on which was illustrated the DITB training award being presented to a representative of “Boots the Chemists Ltd”; it is the existence of that and similar company and trading names which irks many members of the profession.

In a footnote to the letters, we publish some further points from the inquiry which show that the respondent pharmacists’ counsel did attempt to draw a parallel between his client’s and Boots’ use of “the”—but the Committee chairman, Sir Gordon Willmer, made it plain that the merit of Boots’ use of the title was not under inquiry, only Mr Fergusson’s direct challenge to the profession’s code of conduct.

Sir Gordon argued that if a person joins a “club”—and by implication a profession—which has rules, he is expected to abide by the rules or not join. We would agree, except that a pharmacist has no option but to join the club in order to earn his living.

Nevertheless, the pharmaceutical profession, through its democratic system, has created rules for protection of the public and itself and it does the profession no credit if individual members disregard those they do not like. Sir Gordon pointed out that the Statement Upon Matters of Professional Conduct was the result of a unanimous decision of branch representatives and represented the broad view of the profession as a whole.

But the practice of pharmacy involves many—in particular, the companies—who are not members of the “club”. If they do not like the rules they are better placed to seek to have them challenged—as happened in the case of the Albert Hall vote by pharmacists which was later overturned in the courts.

That is what ‘hurts’ to the independent pharmacist. And the revelation that the Society’s officers have been in correspondence with a multiple on this very question since the early 1960s will do nothing to appease him.

Advertising

Many professions that prohibit or restrict advertising of their members’ services, and not least pharmacy, will be examining the implications of the Monopolies Commission report on solicitors (p158).

The Commission is unequivocal in its assertion that the public is at a disadvantage by not being able to discover easily the special services offered by different practices—including convenience of location, expedition in dealing with clients’ affairs, or level of fees charged.

The named points we would have expected many professions to regard as drawing an “invidious distinction”. But in pharmacy, what of “homoeopathic dispensing”, “open 24-hours”, “oxygen service”, “trusses fitted”? Once the principle is established, it may not be only solicitors who are forced to change their rules.

Pharmacy closures are 'hitting old people'

Many pensioners are suffering great inconvenience because of the continuing closure of pharmacies, according to Age Concern England.

The organisation this week released a Press statement which claims that pensioners often have to travel over two miles to have a prescription made up; "in the hardest hit rural areas it can be up to 15 miles." Because of the shortage resulting from the "nearly one-a-day" closure rate, "the over 75s, who consult their doctors twice as often as all other age groups, are suffering great inconvenience. High bus fares and cuts in public transport schedules have made it even more difficult for old people to manage. . . . Some of them cannot walk more than a few hundred yards at a time."

The statement notes that one London study came to the conclusion that pharmacies need a support population of 8,000 to be economically viable. "But in slum redevelopment and rural areas the population often falls way below this figure."

A spokesman for Age Concern told *C&D* that the organisation was at present encouraging local groups to set up volunteer schemes—with the co-operation of pharmacists—for getting medicines to old people. However, such measures they feel are only "stop gap" until a long term solution is found. The organisation is to include its views on pharmacies in evidence to be submitted to the Department of Health towards the end of the year on the Department's recent consultative document on health service priorities (*C&D*, March 27, p466); although its working party on the document is still considering the evidence, it was felt the public should be made aware now of the general distress being caused to the elderly.

The Save Our Local Shops campaign commented that "The disappearing chemist is . . . part of the same malaise that is causing the large scale disappearance of local shops supplying everyday needs. . . . The able-bodied and the mobile will always cope with inconvenient shopping facilities but our concern in this campaign has always been primarily for the old and for those who do not work and have to shop near home, such as mothers with young children."

Problems will worsen

The problems associated with the care of the elderly will become greater in the next 20 years, according to a report published by the British Medical Association last week. The report—"Care of the Elderly", BMA, Tavistock Square, London WC1, £1—recommends health care planning teams be set up on the elderly, but recognises that access to medical care and to the pharmacist is only part of the problem "to which there are no easy solutions".

In the view of the working party which drew up the report, it is essential that repeat prescriptions be received regularly and, in order to keep medication to a minimum and reduce errors in taking medicines, it would be helpful if patients kept at home an up-to-date typewritten or clearly written record card of drugs prescribed. The report adds that where possible labels on containers should be typewritten and clear instructions given.

Analgesics: grocers' code for self-service sales

The National Food and Drink Federation has drawn up a five part code of practice which it suggests should be adopted by self-service stores when selling analgesics.

The proposals, which have been sent to the Medicines Commission, are as follows:

- ☐ Analgesics should never be displayed on any shelf or section under 5 ft;
- ☐ They should never be price-promoted;
- ☐ They should never be included in any periodical or seasonal special offer;
- ☐ The responsibility for restocking the shelf or section from which analgesics are sold should belong to one mature person;
- ☐ Analgesics in stock should be stored under lock and key by the store manager before they are moved to the shelves.

The Federation have also stated that suggestions that analgesics should be sold at checkouts, in liquor kiosks or in purpose-built kiosks were impractical. Checkouts, they pointed out, are impulse sales areas; the Federation had never associated analgesics with impulse sales and were reluctant to do so now. Shelving and baskets at checkouts are much lower than the rest of the store which would bring the products within a child's reach; sweets are often a large part of checkout displays and it is not wished to introduce an association between them and analgesics. The association of analgesics with liquor sold from kiosks is also incorrect and with changing attitudes towards self-service drink selling it is questionable how long liquor kiosks would remain. In addition, the Federation point out that not all supermarkets sell wines and spirits.

The Proprietary Association of Great Britain regards the proposals as "very practical". Mr J. P. Wells, director, told *C&D* that member manufacturers, in their contacts with major grocery chains, had tried to see that displays of analgesics were put out of reach of children—and that had largely been achieved. The advice that analgesics should not be included in promotions was in accordance with the industry's attitude.

However, the Pharmaceutical Society has criticised the proposed code. A spokes-

man said that the requirements of the code would in no way convey to the public that medicines are different to ordinary articles of commerce to be used and stored in the home with special care; analgesics would still be sold from self-service shelves which encouraged customers to buy more than they needed. The Society was convinced from its inquiries that their removal from self-service or self-selection would not restrict the availability of analgesics to the public, and there was therefore no reason why the Medicines Commission's proposals should not be implemented in full.

Society sends booklet to MPs on analgesics sales

The Pharmaceutical Society has published a booklet, "Self-service or safe service?" supporting the Medicines Commission's recommendations that analgesics should not be sold by self-service and that sales from non-pharmacy outlets should be restricted to packs of 25.

The booklet, which has been sent to all MPs and some members of the Press, expresses concern that the Government "who have been subjected to intense pressure from the drug industry and supermarkets", asked the Commission to think again on the proposals. "Despite the expertise of the Commission and despite the fact that they took such care and five years in coming to their conclusions, it took the Government only four months to decide to ask them to rethink."

The arguments put forward are that it is nonsense to suggest that the recommendations would restrict the sale of analgesics to pharmacies; that impulse buying of medicines is dangerous, costly, and contrary to the public interest; that the public must be encouraged to treat medicines with special care; that the presence in the home of analgesics in bulk encourages accidents in children, encourages adults to take more than necessary and encourages deterioration; and that a survey carried out by the Society has proved that the public will not be inconvenienced by the Commission's recommendations.

Finally, the booklet stresses that several other organisations support the Society's views, namely, the Parliamentary Labour Party health group which passed a motion expressing concern that the recommendations were being reconsidered, the Consumers' Association, National Federation of Women's Institutes, National Housewives Association, National Federation of Consumer Groups and Royal Society for the Prevention of Accidents.

☐ Over 200 MPs have replied to a letter from Mr J. P. Bannerman, president, Pharmaceutical Society, urging them to support the Commission's recommendations (*C&D*, July 3, p4).

Conference places limited

The local committee, British Pharmaceutical Conference St Andrews 1976, urge intending Conference delegates to apply immediately as the number of places is limited. Closing date for applications is August 12. The whole day excursion to Crieff on September 14 and excursion 16 to Dewars of Perth are now fully booked.

Interaction discs for pharmacists

Several thousand drug interaction discs are due to be distributed to general practitioners and retail pharmacists in Scotland in the next few weeks. Hospital doctors and pharmacists are also to receive the same discs.

This week the Scottish Home and Health Department wrote to health boards asking them to distribute the discs, known as Medisc, together with explanatory leaflets showing how to use them and giving the references that the reactions recorded on the disc are based on.

The disc was first devised by Professor Goldberg and his colleagues at Glasgow University some three years ago (*C&D*, May 19, 1973, p658). Since then a working party at the SHHD has been involved in further development and some 450 doctors and pharmacists have taken part in a trial to evaluate the disc's usefulness.

Kodak and Polaroid snaps taken in court

The major patent law battle between Polaroid and Kodak began in the High Court on Monday.

Polaroid's American and international corporations, and their British subsidiary, Polaroid (UK) Ltd, St Albans, Herts, asked Mr Justice Graham to ban Kodak's new "one-step" instant picture cameras, the EK 4 and EK 6, and their film from the British market, pending full trial of the patent dispute.

Polaroid claimed that ten of their patents, including those for their SX 70 camera and film, were being infringed. Kodak denied infringement and counter-claimed that some of Polaroid's patents were invalid and should be revoked.

Mr Geoffrey Everington, QC, for Polaroid, said they launched the instant picture system in 1948 with the "peel-apart" method, in which the camera user had to wait until development had taken place and then peel off a cover paper to reveal the finished print. In the latest SX system, which entered the British market in 1974, each exposure had its own "built-in darkroom" and the finished picture was produced within three minutes, with no peel-off paper to throw away.

Kodak began marketing their cameras, the EK 6, which had automatic ejection of the print, and the EK 4, with manual ejection, in America in 1975. Kodak EK film and Polaroid SX film were not interchangeable.

Kodak did not intend to market their cameras and film in Britain until next year.

Mr Everington submitted that the Kodak products should not be allowed



Mr N. S. Patel, MPS, (right) who has a pharmacy in Telemans Square, Kidbrooke, London SE3, won first prize in the recent trade competition run by Unichem in conjunction with Airwick (UK) Ltd. Mr Patel receives his travel voucher prize from Mr Peter Grummitt, Airwick national accounts manager.

on to the market until the patent action had been dealt with.

The only issues for the court in the present interim proceedings were whether there was an arguable case to be tried and, if there was, whether the "balance of convenience" between the parties was in favour of banning the Kodak products.

The strict rule against photographs being taken in English law courts was waived by Mr Justice Graham when he allowed Mr Everington to take demonstration pictures of fellow lawyers and members of the public in court.

The judge looked at the pictures, one from a Polaroid camera and one from a Kodak camera, and remarked that, in colour reproduction, "neither bears very much relationship to the truth".

The hearing continued.

Ralph Weston back in retail pharmacy

Ralph Weston, MPS, FBIM, who left the board of Dixon Photographic only four months after Dixon's acquisition of the Weston group, of which he was chairman and chief executive, is back in retail.

He is a director (with H. S. Weston) of Transton Ltd, which has purchased three pharmacies from R. Weston (Chemists) Ltd. The branches are those at 598-600 Attercliffe Road, 288 Prince of Wales Road, and 28 Abbey Lane, Sheffield. Registered office of Transton Ltd is 241 Millhouse Lane, Sheffield S11 9HX (telephone Sheffield 363238). General manager of the company is Mr Alan Bowie, MPS.

NPU protests at selective mention of chemists

The National Pharmaceutical Union has written to the BBC protesting at the mention only of "the major chain of chemists" when referring to the availability of certain preparations. A lady panellist advising on nutrition in the "Tuesday Call" programme on July 20 repeatedly used the phrase, which, the NPU pointed out in their letter, could only refer to Boots whereas all the products mentioned were available from any pharmacy; the BBC was asked to state that in a subsequent programme. The letter of complaint was broadcast on Tuesday in Woman's Hour.

Queen's University degrees

An omission and an error were contained in the BSc in pharmacy results received from Queen's University, Belfast (last week, p144). Mr James C. McElnay obtained second class honours, first division, and Mr I. A. McConkey was given the wrong initials.

Delegate repeat prescribing to pharmacists?

Repeat prescribing could be delegated to pharmacists suggests Dr M. R. Bliss, Sevenoaks, Kent, in *The Lancet* last week. It would leave doctors with more time, theoretically, to see patients at third-prescription assessment visits. There seems no purpose in asking a doctor to scribble his name at the bottom of a repeat prescription for an oral contraceptive, providing patients attend regularly, he explains.

He also suggests that patients should carry a small prescription book, used by general practitioners and hospital doctors prescribing outpatient drugs, and which could be presented to pharmacists for dispensing. In this way a record of the patient's medication would always be available to every doctor treating the patient, thereby reducing overprescribing and prescription of incompatible drugs.

Dr Bliss's suggestions were prompted by the difficulties and dangers he met during eight locum appointments in general practice. He describes how receptionists write out telephoned repeat prescriptions and at the end of a busy surgery the doctor is faced with perhaps 20 to sign: "He is tempted to race through them . . . while he swallows a cup of coffee. To check the drugs and doses from the notes takes a

prohibitively long time." Most prescriptions arranged by telephone were not entered in the patients' notes and those recorded hardly ever stated the dose. As a result Dr Bliss was faced with old people beseeching him to "ask the chemist to please write the directions on the bottles, because our chemist doesn't."

One doctor seldom visited his patients because they diagnosed themselves and telephoned the surgery to ask for "an antibiotic"—a request which was never refused. Describing the "felony" of signing blank prescription forms, Dr Bliss suggests that if this custom proves widespread, it may be necessary to insist that the whole prescription, or at least the drug's name and dose, be written in the doctor's hand.

The Department of Health should publish a list of drugs which will be supplied under the NHS, with a statement that any other medication the doctor may prescribe may be purchased by the patient from a pharmacy or dispensing doctor, writes Dr M. Morris, Huntingdon, in last week's *British Medical Journal*. He considers it the politicians' rather than doctors' duty to explain to the public that the NHS will only provide limited amounts of cheap and possibly inferior drugs.

Solicitors' advertising rules 'to disadvantage of public'

The line between allowed and disallowed advertising by solicitors should be redrawn by the council of the Law Society, says the Monopolies and Mergers Commission in its report "Services of solicitors in England and Wales" (HM Stationery Office, price £1.50).

The Commission finds that a monopoly situation exists in favour of solicitors, and that the existing advertising restrictions are to the disadvantage of the public in regard to information about services offered. The restrictions are also likely to have disadvantageous effects on competitiveness and efficiency of the profession, on the introduction of innovative methods and services, and on the setting up of new practices; they may enhance the importance of less open, and challengeable, methods of attracting business, and detract from public confidence in the profession.

No 'superiority' claims

The new "dividing line" proposed by the Commission would permit any solicitor "to use, whenever he thinks fit, such methods of publicity as he thinks fit," provided that

□ No advertisement, circular or other form of publicity used by a solicitor should claim for his practice superiority in any respect over any or all other solicitors' practices.

□ Such publicity should not contain any inaccuracies or misleading statements.

□ While advertisements, circulars and other publicity or methods of soliciting may make clear the intention of the solicitor to seek custom, they should not be of a character that could reasonably be regarded as likely to bring the profession into disrepute.

Given such a rule the Commission sees no need for additional provisions relating to such matters as name-plates, signs and window displays, stationery, directories, personal appearances and Press announcements, visiting cards, announcement of change of address, and communication of professional qualifications to the Press.

"When formulated in more precise terms, a rule such as we have outlined need be neither vague nor unenforceable. The disciplinary powers of the Council will remain intact; it will still ultimately be for the Professional Purposes Committee and the Solicitors Disciplinary Tribunal to determine whether a solicitor has been guilty of unbecoming conduct and, if necessary, to apply the appropriate penalties".

In its conclusions, the Commission says publicity, whether by way of advertisements in the Press or other news media or of circulars or by any other means, could not only draw attention to the existence of a firm and the qualifications of its members but also describe the nature of the practice, including allusions to parti-

cular classes of clients to whom services were offered or to particular kinds of service which were offered. "Nor would we see any objection to the firm, should it think it appropriate, drawing attention to any other features of the practice, eg the convenience of its location, its expedition in dealing with clients' affairs or the level of fees which it charges. A firm (or individual) which advertised in such a way would, to an extent, be inviting custom, including the custom of other solicitors' clients; and it might, perhaps, be inviting particular kinds of custom. But the public are well aware that solicitors are in practice for the purpose, among others, of earning a living. We do not think they will be surprised or shocked if members of the profession invite custom explicitly and informatively. We would expect that the increased freedom to advertise would be conducive to improvements in communication and relations between the public and the profession, would serve to promote the efficiency of the profession and would facilitate the introduction of new methods."

Department's agreement

The Secretary of State for Prices and Consumer Protection has agreed that the current rules forbidding advertising in England and Wales and in Scotland, the subject of a separate report, should be replaced by new rules allowing advertising subject to certain safeguards. She is asking the Director General of Fair Trading to initiate appropriate discussions about how the current rules might be changed without prejudice to the standards of the profession and the administration of justice.

The Pharmaceutical Society's Ethics Committee is understood to have discussed the report this week.

Scottish pharmaceutical services cost £33m.

The pharmaceutical services in Scotland cost £33.1m in the year to March 31, 1975, according to a report published last week. That total is nearly £6m more than the £27.2m in 1973-74.

The report—Scottish Home and Health Department: Health Services in Scotland Report for 1975 (HM Stationery Office, Command 6506, £1.35)—reveals that the pharmaceutical services' cost for 1973-74 were some 7.4 per cent of the total NHS expenditure in Scotland. The latter totalled £446m—a rise of over one third on the previous year's £333m. The report notes that even allowing for changes in the value of money, there has been a real increase in health service expenditure of about 60 per cent over a ten year period.

Of the £40m capital expenditure over

the year, some £3m was spent on health centres and at the end of 1975 there were 75 such centres in operation with a further 16 in the course of construction and 89 more at various stages of planning. The majority of the centres—some 42 in operation and six under construction—are for populations under 10,000; in general priority has been given to developments in new towns, in areas of large urban redevelopment, and in hospital grounds to encourage the integration of hospitals and primary care services and to enable the sharing of diagnostic and other support facilities. Other points include:

□ The prescription pricing division of the Common Services Agency cost £585,000 to run in the financial year 1974-75.

□ Some 48 local health councils have been set up in all parts of Scotland to represent the interests of the general public in the health services.

Consumer Credit Act: further licensing delayed

Retailers who lend money, offer credit or give customers time to pay for goods or services, or who hire out, lease or rent goods, will not have to apply for licences under the Consumer Credit Act just yet.

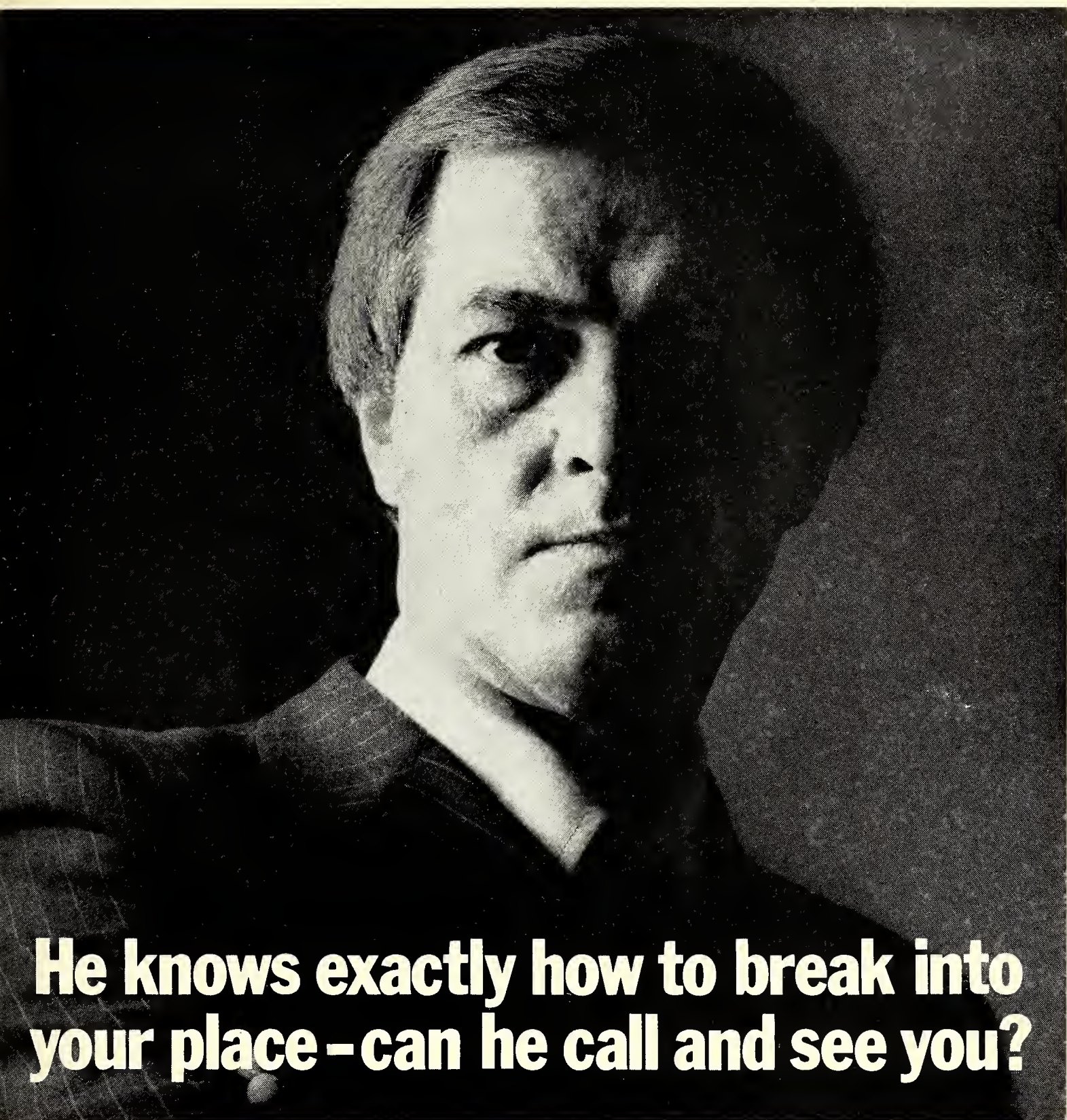
The second stage of licensing under the Act—covering the above groups—has been deferred from the provisional period August 3 to January 31 because of a "flood" of late applications under the first stage of licensing, which will take until November to clear. However, the licensing authority—the Office of Fair Trading—felt that as so many affected by the second stage were concerned in retailing, it would be unreasonable and burdensome to ask retailers to apply for licences in November and December when many applicants would be busy with preparations for Christmas and January sales. With ministerial approval, it was decided to fix mid-January to April as the application period.

Price Check scheme ends next week

The much-criticised Price Check scheme comes to an end at retail level next Saturday, August 14. Retailers should thus start to take down the scheme's publicity material on that date, according to the Department of Prices and Consumer Protection.

The scheme, which was scheduled to last for six months, has already finished for manufacturers as it started on February 1 at that level—and two weeks later for retailers. No schemes to replace Price Check immediately have been devised, but the new Price Code has started operating this week.

The Orders to bring the new Code into force on August 1, incorporating the measures outlined by Mrs Williams in Parliament (last week, p147) were published last week. They are: the Counter-Inflation (Price Code) Order 1976, the Counter-Inflation (Notification of Increases in Prices and Charges) Order 1976 and the Counter-Inflation (Prices and Charges) (Information) Order 1976 (HM Stationery Office, SI Nos 1170, 1171 and 1172; £0.65, £0.30 and £0.28 respectively).



He knows exactly how to break into your place – can he call and see you?

He can spot a chink in your security at ten paces. That's his business.
He's trained to see the sort of loopholes that make you a prey for the break-in specialists.
He has behind him the accumulated knowledge of Europe's largest total security service.
There's no business too small or too large to interest him. He's one of a team of Group 4

consultants that offer advice free.
If you need magnetic contacts, wire systems for windows and doors, microwave, ultra sonic detectors, or any other of the security systems available he'll know.
Call him in and protect your profits. You'll also make insurance companies regard you more kindly and sleep more soundly.

Europe's largest total security service.

I would like your advice on the security of my business.

Name _____ Address _____
CD3



Member of Securitas International Member of BSIA

PSNC evidence to PPA inquiry

Increase in staff needed to speed up script pricing

Pricing Bureaux staff should be increased by a quarter over the next two years to reduce the pricing backlog, says the Pharmaceutical Services Negotiating Committee. In its evidence to the independent inquiry into the Prescription Pricing Authority (PPA), being conducted by Mr R. I. Tricker at the request of the Minister of State for Health (Dr David Owen), the PSNC also calls for smaller bureaux—and states its opposition to “averaging”, gathering of statistics which interferes with pricing, any lowering of pricing standards, and introduction of computerisation without full feasibility studies.

The PSNC points out that it did not ask for the inquiry and that it considers the PPA's independence of contractors, Government and Family Practitioner Committees to be of paramount importance. The following is an extract from the PSNC evidence.

“At the present period of time we are, of course, most concerned at the continued inability of the staff of the PPA to ensure that contractors' prescriptions are paid on time. While we recognise that in some of the smaller bureaux pricing is only a few days behind the normal timetable, prescriptions priced at the Newcastle complex are finally paid for up to 13 weeks late. We recognise that there are many causes for this delay and that it may take the PPA many months and even years to catch up.

‘Averaging’ rejected

“We have categorically rejected any pricing of the back-log of prescriptions by ‘averaging’: all prescriptions dispensed by contractors must be priced and paid in full. It must also be clearly understood that the activity of the PPA is of fundamental importance to pharmaceutical contractors—if contractors are not paid within a reasonable time they cannot continue to finance the Health Service and will be forced out of business.

“In our opinion, the main cause for the failure of the PPA to maintain full pricing on time is due to the inadequate number of staff employed on pricing prescriptions. The wages stand still in 1972 as part of the Government's anti-inflation policy caused a number of employees to leave employment with the PPA in order to take up posts at higher wages and salaries with other employers. The raising of the school-leaving age aggravated the situation and that was followed shortly by the reorganisation of the NHS during which the importance of the specialised work of the pricing organisation and the responsibility of the PPA and its staff seems to have been ignored for an inordinately long time and a new wages and salary structure was not implemented at the same time as that of other authorities within the NHS. As a

result there was loss of morale and further loss of personnel.

“We have been told that the PPA lost about one-quarter of its operational staff during that period, consequently the total output of work fell. The obvious way to make good this reduced output is to increase the number of operators engaged on pricing; the opening of a new pricing bureau at Bolton with a prospective number of 200 employees is clearly going to improve the situation in due time, but we are conscious that the full effectiveness of this will not be felt until that bureau reaches full production (probably in two to two-and-a-half years' time) and that by then the back-log of unpriced prescriptions may be so great that several more new bureaux may be required.

Still more prescriptions

“At the same time we are aware that the Government, for economic reasons, has imposed a limit on staff complement and we fear that this may prevent adequate recruiting by the PPA to achieve the necessary output to catch up with the existing back-log. Also we can expect an annual increase in the number of prescriptions to be priced in the region of 3.5 to 4 per cent which will naturally put an increasing strain on existing personnel. Therefore, in spite of official policy to restrict growth of administrative and executive personnel in the NHS, we strongly recommend that the PPA be allowed to increase its pricing staff, possibly by a fourth over the next two years. Only in this way can we feel any assurance that there can be any catching-up with the back-log and prompt pricing of the increased number of prescriptions in the future.

Return to local bureaux

“It has been mentioned that the Newcastle bureau complex is excessively behind in its pricing. It has been suggested that this might be because that complex is too large and that its efficiency therefore suffers. In general, therefore, we would favour a return to the small local pricing bureaux close to the area they serve. In the days before the NHS, the old Insurance Pricing Committees usually worked effectively and in harmony with the local contractors.

“We have no doubt that the collection and correlation of statistical information on doctors' prescribing habits can interfere with the main purpose for which the bureaux were established—the pricing of prescriptions. We realise that the PPA has information in the documents it holds which may be of interest and importance to the DHSS, but we feel strongly that search for and compilation of statistical information must in no way interfere with

prescription pricing. Thus we feel that the pricing staff is not to be diverted to such kind of work, nor must their work be interrupted or hindered by demands of those members of staff engaged on compiling such statistics. It should be noted that the number of staff employed by the PPA cannot be regarded as being totally engaged in pricing—and staff complement statistics in relation to staff output may thus actually be misleading.

“At our Central Checking Bureau we have found the accuracy of pricers pleasingly high. We hope that this will be maintained and would oppose any reduction in standards. We believe that the aim must be to obtain 100 per cent accuracy and that this is more important than speed of pricing.

“We have considered whether computerisation of pricing would increase the accuracy and speed. Information from Australia leads us to believe that computerisation is in the long run no more accurate or quicker than human pricers but is much more costly.

“On the composition of the PPA we are aware that only three members are appointed to represent chemist contractors and one member to represent doctors. On the other hand eight members are appointed by the parties with whom practitioners are under contract. We would not, at this stage, take exception to this unequal representation as long as chemist contractors are not debarred from being elected to the Authority on behalf of the FPCs. However, we reserve the right to raise this matter again on a future occasion should we feel that chemists are not sufficiently represented on the Authority.

Three-year appointment

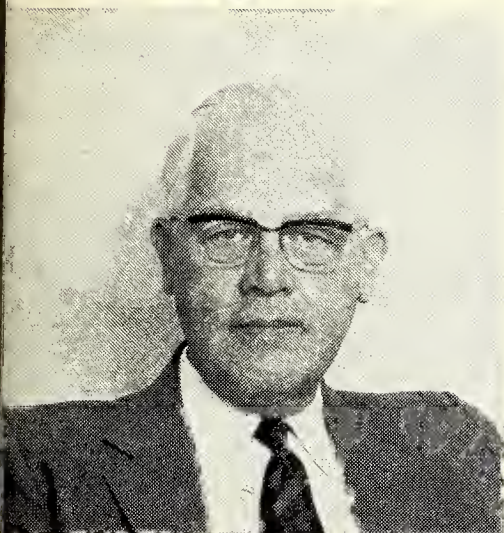
“The term for which members are appointed is two years, during which time the full Authority meets only eight times. Since the function of the Authority is complex this is barely adequate for members to make an effective contribution to the management of the Authority, and a three-year term of appointment would appear to be more suitable. One third of the members could retire each year and reappointment or re-election should, as at present, not be precluded or influenced by the DHSS in any way.

“Should any changes be contemplated in the structure, function or powers of the PPA as a result of this inquiry, the PSNC would expect the Department to consult it and not to enforce any such changes until after agreement has been reached.”

Trent RHA plans for unit dose packs by 1982

Trent Regional Health Authority aims to introduce the production on a regional or subregional basis of sterilised injections, irrigation fluids, eye drops and tablets in individual dose packs by 1982. In a consultative document outlining strategy for the next 10 years, the Authority says it hopes to upgrade pharmaceutical production and quality control services in all areas to meet Medicines Act requirements by 1980. Another objective is to provide half the regional general practitioners with health centre premises by 1986.

People



Mr Lax

Mr E. J. (Jeff) Lax will retire from his position as director of corporate affairs for Lilly Industries Ltd on August 10. He will retain his seat on the board of directors. Qualifying as a pharmaceutical chemist at Bradford in 1937, he joined Eli Lilly & Co at Basingstoke in 1942, becoming managing director there in 1963 and subsequently managing director of Dista Products Ltd, Speke, Liverpool. Mr Lax has always taken a prominent part in pharmaceutical industry affairs and at the time of his retirement was chairman of the regulatory committee, a member of the scientific and technical council, and a member of the misuse of drugs committee of the Association of the British Pharmaceutical Industry.

Dr B. W. Barry, PhD, BSc, MPS, FRIC, has been appointed to the newly-established chair in pharmaceutical technology at Bradford University. Dr Barry is at present reader in pharmacy in the department of pharmaceutical technology, School of Pharmacy, Portsmouth Polytechnic.

Mr Jeffrey Norman, MPS, a 31-year-old Cheshire pharmacist, was a member of the British marathon team in last month's Olympic Games in Montreal. He was the highest placed of the three British runners in the 26 miles, 385 yard event, coming 26th in a time of two hours 20 minutes 4.8 seconds—about 10 minutes behind the winner, W. Cierpinski of East Germany.

Mr E. G. Welch retired on July 31 after a period of 47 years calling upon the retail pharmaceutical trade in London and the Home Counties. During that time he represented the following companies in sequence: H. Bronnley & Co Ltd; Bob Martin Ltd; J. C. Gambles & Co Ltd; Chesebrough-Pond's Ltd; J. Grossmith & Son Ltd; and Roger & Gallet Ltd.

The following appointments to the Medicines Commission have been announced by the Health and Agriculture Ministers: **Professor G. C. Brander, BSc, MRCVS**, manager of agricultural development, Beecham Pharmaceuticals; **Mr B. Martin, BVMS, MRCVS**, general veterinary practitioner, Kilmarnock, Ayrshire; **Professor D. K. Mason, MD, FRCS, FDS, FRC Path**, professor of oral medicine and pathology, Glasgow Dental School; and **Mrs M. Thomas, LLB**, member, Gwent County Council.

Topical reflections

BY XRAYSER

Traditional

It was likely that the time would come when someone would question the changes taking place in pharmacy in general, brought about by the growth of the publicly-owned chains of businesses. I was not surprised, therefore, to find that the West Dorset Branch had expressed concern over the voting membership status of such organisations in the National Pharmaceutical Union. A resolution from that Branch asked whether the NPU intended to look after the interests of what it referred to as the truly independent.

In reply, Mr D. Royce, NPU chairman, points out that the main "competition" for independent pharmacy comes from outside and states that it is of vital importance that everything should be done over the next few years to maintain a network of traditional pharmacies throughout the country. I cannot quite follow what is meant in that connection by "traditional". It seems to be a word capable of so many interpretations that it is now almost devoid of meaning. Are we to take it that the NPU regards all its members as operating traditional pharmacies?

The question must surely go back to clause 5 of the Statement Upon Matters of Professional Conduct which opens with the sentence: "The appearance of the premises should reflect the professional character of pharmacy". Much is being made at the moment of stressing the words pharmacy and pharmacist and that suggests that the premises should lead one to perceive that the establishment is at least different in appearance from that of the mini-market, hypo-market, supermarket or hypermarket next door or across the street. But that is not by any means invariably the case, for I have seen premises described as pharmacies displaying a profusion of assorted merchandise certainly not regarded as traditional in the pharmacy of yesteryear. And such displays are not confined to the publicly-owned pharmacy chains.

Finance

Mr P. M. W. Clark, who submitted the resolution from West Dorset, asked that the NPU make an urgent review of the voting membership status of publicly-owned chain pharmacies, thus exhibiting apprehension of the possibility that, in time, the power of the multiples within the organisation might swamp that of the individual members. Mr Royce says that the spread of the branches is such that it would not be possible for the composition of the NPU Executive Committee to be influenced *to any significant degree* by the multiples. But the multiples are growing rapidly and the fact is that however significant or insignificant their influence, it is growing at the expense of the small independents whose contraction causes anxiety.

The same argument may be advanced against the raising of the premises fee by the Pharmaceutical Society, *vis-a-vis* the personal fee. It seems, according to Mr Royce, that by restriction of membership to one-pharmacy-only members, "the loss of income and loss of negotiating power could not be offset by raising the subscription to reflect a halving of membership". Are we to take it that only half the membership is that of individual "independent" pharmacists, and that the residue is composed of multiple organisations?

Deaths

Carus: Suddenly, on July 27, Huldah Carus, FPS, 7 Pearce Grove, Edinburgh 12. Mrs Carus, who qualified in 1927, was formerly pharmacist at Bangour Hospital, Broxbourne, West Lothian.

Jobling: On July 29, Mr Brian Jobling, a director of Federated Chemical Holdings Ltd and president of both Kingsley & Keith (Canada) Ltd and Kingsley & Keith Chemical Corporation, USA. He joined Kingsley & Keith in Canada in 1960 and had been in charge of north American operations since 1968.

Westminster report

Winthrop promotion raised in Commons

Winthrop Laboratories' offer a crystal glass valued about £15 for retail pharmacists in return for displaying a Panadol-Panadeine counter-stand (*C&D*, July 24, p92, and last week, p132) was raised in the Commons last week by Mr Laurie Pavitt who asked if the Secretary of State for Social Services would take steps to prevent drug sales promotion by such schemes. Replying, Dr David Owen, Minister of State for Health, said that the matter had been taken up with the company and he was awaiting a reply.

Order to ban misleading notices approved

The Commons last week approved an Order which would ban notices and documents in relation to retail transactions which purported to exclude a customer's legal rights.

Mr John Fraser, Minister of State, Department of Prices and Consumer Protection, explained that the order—the Consumer Transactions (Restrictions on Statements) Order 1976—would give effect to the recommendations in a report from the Consumer Protection Advisory Committee intended to ensure that consumers were not misled about their statutory rights; one example he gave was that it would be an offence to indicate that no money is refundable. Customers could also be misled about their statutory rights by the appearance on goods, containers or documents of statements about their rights against the supplier, or about obligations accepted by the supplier or manufacturer, should the goods prove defective; the Order would require such statements, for instance, in a guarantee, to be accompanied by a further statement that consumers' statutory rights are not affected.

The measure had not been discussed by the Lords as *C&D* went to press.

Two substitute bank holidays announced

Two extra UK bank holidays have been designated this coming winter. In England and Wales Tuesday, December 28, 1976, and Monday, January 3, 1977, will be taken in lieu of Christmas Day and New Year's Day respectively, which both fall on a Saturday. In Scotland, Monday, December 27, and Tuesday, December 28, 1976, will be taken in lieu of Christmas Day and Boxing Day respectively, and Tuesday, January 4, 1977, in lieu of New Year's Day.

The designation of the substitute bank holidays does not override alternative holiday arrangements made between employers and employees which are consistent

with the pay policy (for example in those sectors with special needs, and those in which employees normally work on Saturdays).

Mr Albert Booth, Secretary for Employment, in answer to Mr Bob Cryer, also stated that the May Day holiday in England, Wales and Northern Ireland will be taken on Monday, May 1 in 1978. Arrangements in Scotland, where the first Monday in May is already observed as a bank holiday, are being considered.

Watch on price rises in relation to raw materials

Mrs Shirley Williams, Secretary of State for Prices and Consumer Protection, has asked the Price Commission to identify those classes of consumer products for which the risk of sharp increase in retail price seems to be the greatest from increasing raw materials costs.

Stating that in the Commons last week, she added that the Commission would then keep under review the movements in gross and net distribution margins of those products "so that appropriate action could be taken if the Price Code proved inadequate." Mrs Williams was speaking after the publication of a Price Commission report which examined the effect in detail on retail prices of changes in price of four specific raw materials.

Objection to further rises in licence fees

The Opposition spokesman on health, Mr Patrick Jenkin, has tabled a Commons "Prayer" to annul new regulations, coming into force on September 1, which increase product licence fees.

The Medicines (Fees) Amendment Regulations 1976 (HM Stationery Office, SI No. 1145, £0.20) introduce renewal fees for product licences of right of £60 or in certain circumstances £25 for each product. New regulations relate to the payment of annual fees in advance. Another regulation fixes annual fees in respect of medicinal products for human and veterinary use for the year ending August 31, 1977, at a maximum of £37,500 and £12,500 respectively. The comparative figures were £30,000 and £10,000 for fees paid before March 31, 1976.

Product licence fees, based on turnover, are to be increased from 0.25 per cent to 0.5 per cent for applications made in the licence year ending August 31, 1977 but the amount of annual turnover which is to be disregarded in calculating the annual fees is increased from £200,000 to £250,000 for payments within specified periods.

Mr Ennals to meet ABPI

Officials of the Department of Health and the Association of the British Pharmaceutical Industry are to meet soon to discuss the arrangements required to give effect to the reduction in allowable expenditure promotion announced recently (last week, p132). That was stated in the Commons on Monday by Mr David Ennals, Secretary of State for Social Services, in reply to a question from Mr Michael Grylls. Mr Ennals added that he had met the ABPI president on June 30 and hoped to

meet him again soon "for a further discussion of the other subjects which we have been examining together."

Department agrees to see medical publishers

Department of Health officials have agreed to a meeting with the Periodical Publishers Association about drug advertising in medical journals. Following the Government's announcement (last week, p132), that the interests of publications such as *The Lancet* and *British Medical Journal* would be protected, the PPA are hoping to defend other medical journals distributed on a "requested readership" basis. A spokesman for the PPA could give no definite date for the meeting with the Department but it was expected "soon".

Cost of drugs

The estimate for hospital drug costs together with the cost—exclusive of fees and allowances paid to pharmacists—of drugs, dressings and appliances supplied under the pharmaceutical services in the financial year ended March 31, 1976, is £330m. That figure was given in the Commons by Dr Owen in reply to a question from Mr Christopher Price, and he added that the comparable figure for the previous year was £255m.

Baby milks decision

As *C&D* went to press on Wednesday, it was announced that the Government does not think it necessary to develop a modified baby milk. National Dried Milk is expected to be phased out during 1977, and the price increased from November.

News in brief

□ Two applications to build dispensaries near a recently-opened health centre in Bridlington, Humberside, were turned down last week by the North Wolds Development Committee after local pharmacists had complained that the development would lead to closure of other pharmacies in the town.

□ The postal code of the Welsh Pricing Committee's new address (last week, p137) has been changed. The address in full is now Welsh Pricing Committee, Welsh Health Technical Services Organisation, Caradog House, 1 St Andrews Place, Cardiff CF1 3BE (telephone number Cardiff 372611-5).

□ The Offshore Installations (Operational Safety, Health and Welfare) Regulations 1976 (SI 1976 no 1019, HM Stationery Office, £0.50) lay down which medicines are to be kept on manned oil rigs and other offshore installations. Coming into effect on November 15, the regulations specify which medicines may be administered by a medically trained person and which by a qualified medical practitioner, and lays down the condition for which each medicine is recommended, labelling instructions, storage requirements and quantities to be carried.

Trade News

Chefaro answer teenage wishes

"Wishing won't help you get rid of your spots" is the theme of a £60,000 campaign for Swiss Bio-facial cream and cleansing lotion, running to the end of the year. Three different advertisements have been placed in *Honey*, 19, *OK*, *Love Affair*, *Fabulous* 208, *Mirabelle*, *Look Now*, *Loving*, *Jackie*, *Woman's Story*, *True Story*, *True Romance*, and *Oh Boy* (being launched in October): a very young model is shown with eyes closed and fingers crossed, a 16-17 year old is holding a wishbone and an older teenager a four-leaf clover.

Chefaro Proprietaries Ltd, Crown House, Morden, Surrey, say research has shown that the majority of anti-acne cream purchases are made by teenage females and brand loyalty is "not particularly strong". In September they will be offering a pre-packed display unit of six creams and six lotions with a head-board reflecting the campaign. Packaging has already been streamlined, from open-fronted outers to closed boxes, with revised logos.

MD4 two filter pack

From the end of August a supplementary pack of two number four filters (£2.70) will be available in the MD4 stop smoking method. Miles Laboratories Ltd, Stoke Poges, Bucks, are claiming brand leadership in chemists for MD4 in their first 12 weeks in the market. This claim is based on independent audit in chemists—the only outlet for the brand.

Nice 'N Easy campaigns

For the first time in 10 years a television campaign will be supporting a Press campaign for Nice 'N Easy. Clairol division of Bristol-Myers Co Ltd, Stamford House, Station Road, Langley, Bucks SL3 6EB, say "no colourant brand is currently on television", and their 30-second commercial, showing in the Granada area, will take the theme "colours that smile in your hair". Until November leading magazines carrying advertisements will include: *Woman*, *Woman's Own*, *Woman's Realm*, *Over 21* and *Look Now*.

Over 70 Butlins holiday camp events to find "Miss Beautiful Hair" are being sponsored at Bognor, Ayr, Barry, Clacton, Filey, Minehead, Pwllheli and Skegness, by the Clairol division. The prizes include Crazy Curl steam styling wands, hair care kits and Quiet Touch "Summer highlights" longplaying records.

'Look Now' offers Crowe's Cremine

Crowe's Cremine make-up remover, from Halas Laboratories Ltd, Thorp Arch Trading Estate, Wetherby, Yorks LS23 7BJ, will be offered as a free gift in October issues of *Look Now*, available from September 9. Cremine (£0.45) was originally formulated as a makeup remover for theatrical use.



Sherley's dogband shown on pack

The familiar red and white box for Sherley's dogband now has an illustration of the contents encircling the box. The design includes bolder lettering explaining "kills fleas and ticks" and its introduction, by Ashe Laboratories Ltd, Ashetree Works, Kingston Road, Leatherhead, Surrey, coincides with their anti-flea advertising campaign in national Sunday papers and in magazines.

J cloths around the home

Nine products for cleaning the home are linked to J cloths by a money-off on-pack promotion. Johnson & Johnson Ltd, Slough, Berks SL1 4EA, are distributing three million coupons worth £175,000 with colour ranges of display material to stores over the next few weeks.

Each pack offers a J cloth coupon plus a coupon for one of the following household cleaners: Vim, Dot, Silvikrin, Johnson's baby lotion, Simoniz, Handy Andy, Sunlight lemon liquid, Jif, Windolene, Mr Sheen. Six-packs have up to 10 combination variants of coupons worth up to 16p, and twelve-packs have up to 5, valued up to 23p. The marketing package is the biggest money-off coupon promotion launched on J cloths and participating with Johnson & Johnson are Beecham proprietaries, Lever Brothers, Reckitt Household Products and Simoniz.

Pifco pre-Christmas advertising

Commercial radio stations will all be saying "Pifco make many things to make you beautiful" over 100 times, in part of a "two-pronged" campaign from Pifco Ltd, Princess Street, Failsworth, Manchester M35 0HS. Hairdryers, curlers and the Broxodent toothbrush will be advertised on thousands of London Underground escalator panels and 2,000 tube cards.

Paper products worth £146m

Kimberley-Clark Ltd, Larkfield, Maidstone, Kent, estimate that the total market value of paper products this year will be £146.4m, with facial tissues worth £32.5m (£27.7m in 1975), household towels £20.1m (£17.2m) and toilet tissue £93.8m (£78.5m). Volume growth for 1976 is estimated at 2 per cent for facial tissues and household towels and 4 per cent for toilet tissue. In 1975 there was a 9 per cent decline in volume growth of facial tissues and household towels but 4 per cent increase in that of toilet tissue, compared with the previous year. The company says that chemists account for 18 per cent, 8 per cent and 4 per cent of sales of facial tissues, house-

hold towels and toilet tissue respectively compared with corresponding figures for grocers of 61, 74 and 83 per cent.

Beecham's bath packs

Beecham Proprietaries, Beecham House, Great West Road, Brentford, Middlesex, are selling-in banded packs of Fynnon salts which offer 5p (large pack) or 3p (standard) off next purchase of Fynnon bath salts or liquid. The national on-pack promotion follows a "20 per cent added-value pack", introduced last Spring and Beecham claim Fynnon is "number two in the UK bath additive market".

With the belief that one-third of total consumer purchases of bath liquids are made in the pre-Christmas period, the company is introducing a ready-to-give gift pack for Midas foam bath. The pack features Christmas scenes and incorporates a printed scroll with the words "to" and "from" written on it.

Baby food sales increase

Reckitt & Colman Food Division, Carrow, Norwich NOR 75A report a continuing upward trend in sales of Robinson's baby foods despite the general decrease in the market. Sales for the first six months of the year are up 32.4 per cent over the similar period last year with the greatest increase—50.2 per cent—in the baby food two range. Baby food one sales rose 17 per cent and cereals 16.5 per cent over January-June 1975, and the company believe mothers continue to feed seven and eight month old babies on baby food two because they find it economical.

Curity Snugglers promotion

A £100,000 on-pack promotion for Curity Snugglers is to be run from August 16 to September 24, by Colgate-Palmolive Ltd, 76 Oxford Street, London W1A 1EN. Newborn packs are flashed "8p off", night-time, daytime and toddler sizes "10p off", and all packs carry "20p off next-purchase" coupons.

Scholl entertain with ballet

Scholl (UK) Ltd are sponsoring the opening performance of the Dance Theatre of Harlem at Sadler's Wells on August 11. Tickets are being given to fashion and beauty journalists as a "contribution to the American bi-centennial celebrations" say Scholl (UK) Ltd, 182 St John Street, London EC1P 1DH.

Andrews on television

Until August 21 Andrews liver salt is being advertised on television in the London area, in a £30,000-plus campaign from Sterling Health Products, St Marks Hill, Surbiton, Surrey KT6 4PH.

Plesmet litre pack

The 1,250 ml container of Plesmet syrup has been replaced by a litre pack (£4.48, trade) from Napp Laboratories Ltd, Hill Farm Avenue, Watford, Herts WD2 7RA.

Bonus offer

Southon-Horton Laboratories Ltd, Herbert House, Slade Green, Erith, Kent. Esobactulin, 5 per cent off trade price on orders of £5 plus received before September 10.

Trade News

Continued from p163

Knight range adds two brands

Two new brands are to be added to the Knight range of male contraceptives—ribbed (3, £0.25) and extra thin (3, £0.23). Tellercrest (London) Ltd, Cross Street, Chatham, Kent, recently installed fully automatic plant for the manufacture of the range in the UK; originally the brands were imported, with testing and packaging carried out in the UK. The company are now offering prices "generally at least 25 per cent less than any other equivalent leading brand". The brands will continue to be backed by national advertising and display material.

Jeyes sales respond to heatwave

Orders for the 300-ml domestic size Jeyes fluid have risen 20 per cent over the latter half of June—mid-July period, "accounting for 16 per cent of their annual sales budget" say Jeyes UK Ltd, Brunel Way, Thetford, Norfolk. In previous months sales figures for all sizes were higher than 1975 and the company believe the unusually hot climate has prompted housewives to turn to the brand. Jeyes claim to hold "some 80 per cent of the black disinfectant market".

The number for Clearasil

Richardson Merrell Ltd, distributors of Clearasil are at 20 Queensmere, Slough, Berks SL1 1LA not as last week (p98).

Jackel Autumn range

For Harvest, a range of five holdalls and three purses (£0.65-£3.95), a floral patterned fabric has been chosen and one holdall given hoop-shaped handles. The Autumn-coloured range will be available in September from Jackel & Co Ltd, Kitty Brewster Estate, Blyth, Northumberland.

Vademecum distribution change

Anglo-Swiss Pharmaceuticals Ltd, 19 Powis Terrace, London W11 1JJ, are now distributing Vademecum mouthwash.



A compact display stand for the extended range of Mistral combs which now includes a horn-coloured line [priced as tortoiseshell combs], from Colson & Kay Ltd, 5 Edgeley Road Trading Estate, Cheadle Heath, Stockport, Cheshire SK3 0XB

New products

Surgical

Karaya range introduced

A new range of Karaya gum rings, discs and sheets have been introduced under the Translet name by J. G. Franklin & Sons. The company say that the products are suitable for use with the Translet range of existing products and many other appliances. The Karaya gum range consists of: rings, 2" in diameter with $\frac{3}{4}$, $\frac{7}{8}$ and 1" holes, packed in airtight sheets of 10 (£2.60, trade) or tins of 50 (£12.50); discs, 3 and 3½", in sheets of six (£3.75) or bags of ten (£3.90); and sheets, 4 x 8", in boxes of five (£12) (J. G. Franklin & Sons Ltd, Coronation Road, High Wycombe, Bucks).

Veterinary

Skin cream to aid healing

Vetzyme skin cream (£0.46), recommended as an aid in the treatment of eczema, cuts, burns and minor wounds for dogs, cats and other small animals, has been introduced by Phillips Yeast Products. The cream contains cetrimide in a white aqueous base, which, the makers say, confers cooling properties and also reduces the tendency for the animal to scratch the affected areas. The product is presented in 40g plastic jars and is available in outers of one dozen.

The company have also introduced Kitzyme combined wormer (£0.37)—a three dose treatment for roundworm and tapeworm in cats. Containing piperazine citrate and dichlorophen, the product is in tablet form, strip-packed in a flat blue, red and white carton, supplied in outers of six (Phillips Yeast Products Ltd, Park Royal Road, London NW10 7JX).

Sundries

Flasks and jugs

Harp Products are making additions to their vacuumware range at the International Gift Fair, Olympia, August 15-19. Battery-operated air-pump models, which automatically dispense their contents at the touch of a switch, will include the Tiger jug PAD 190 (£22.68) and the two-litre flask, PMA 220 (£27.48). The PHS 100 jug (£9.94) and PXA 100 flask, with satin or mirror finish (£10.85), are also being introduced and stocks will be available from the end of September (Harp Products Ltd, Riverside House, Carnwath Road, London SW6 3HS).

Cosmetics and toiletries

Imperial Leather bathing foam

Cusson's "luxury for all the family", Imperial Leather bathing foam (10 bath size, £0.55, 500cc 25 bath size, £1.19), is being launched with special prices during the sell-in period. Until the end of the year the £400,000 launch campaign will include national television advertising and colour spaces in the *TV Times* and women's Press.



During two years' research Cussons found in over 90 per cent of households where bath liquids are used these are shared within the family. Figures suggest 57 per cent of all women and 28 per cent of all men use bath liquids, in the rapidly growing market for bath additives (Cussons Sons & Co Ltd, Kersal Vale, Manchester).

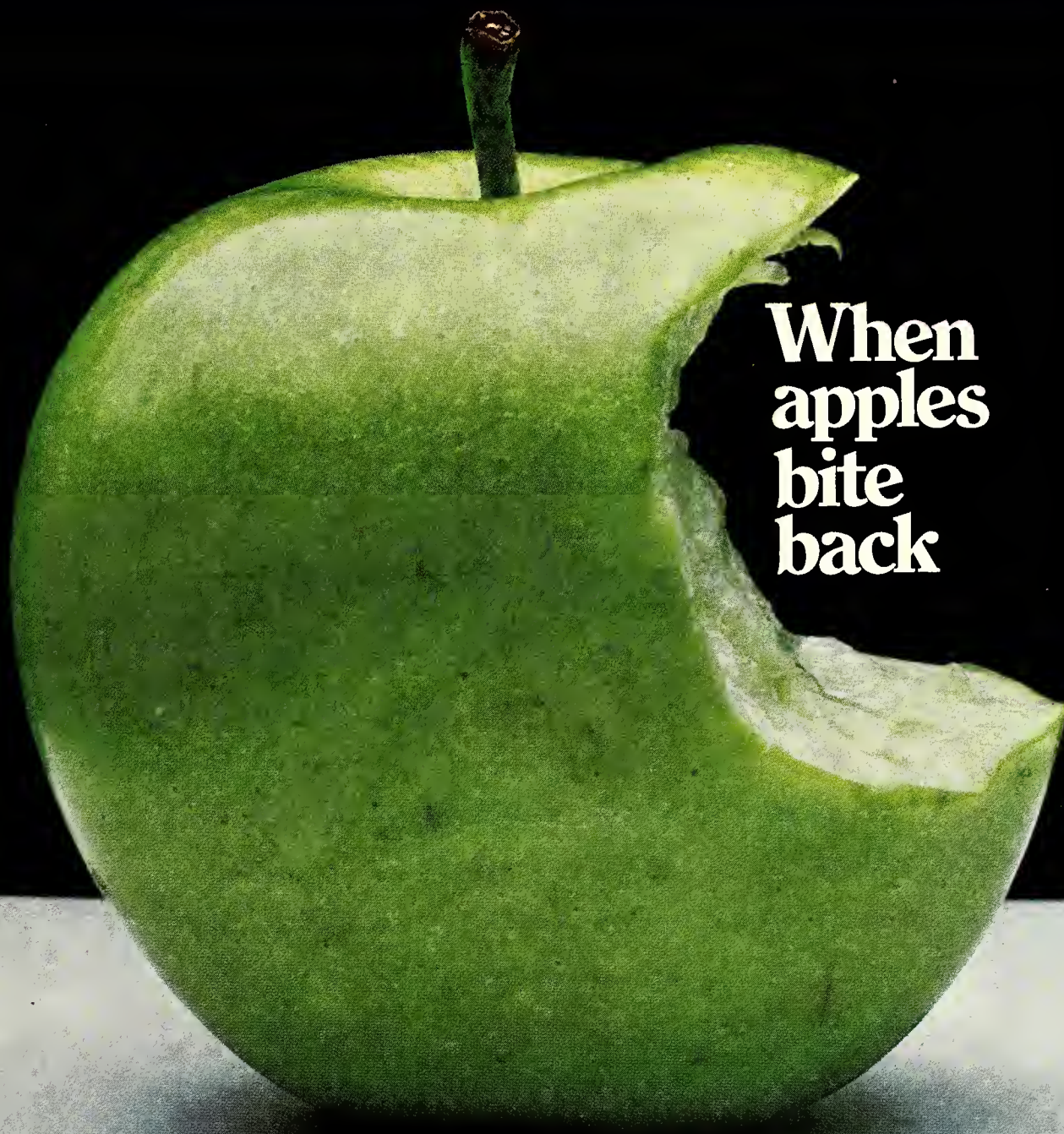
Ultralucent eyes

Max Factor will be extending their Ultralucent range with shadow silk loose powder eyeshadows (£1.30) plus luxury mascara with fibres (£1.70) and regular luxury mascara (£1.70), in September.

Shadow silk shades, azure, blue, taupe, peach and green, and tijuana green are being presented in transparent containers with sponge-tipped applicators. Max Factor say they are "softly shimmering, enriched with emollients". Mascaras—black, brown, brownish/black—are both waterproof (Max Factor Ltd, 16 Old Bond Street, London W1X 4BP).



The Tabu bitter chocolate and cream colour scheme is echoed in a counter-stand from Dana Perfumes Ltd, 7 Conduit Street, London W1R 9TG. The stand holds three of each bath collection item in the range—foam bath, hand and body lotion and soap



**When
apples
bite
back**

When eating is a misery, cold sores or mouth ulcers are often the culprits. Bonjela is the ideal treatment for mouth soreness.

It contains Choline Salicylate a powerful, fast acting analgesic that soothes away pain. It also contains Cetalkonium Chloride a wide spectrum antiseptic. As well as reducing any secondary infection, Cetalkonium Chloride lowers surface tension allowing the analgesic quicker access to the painful mucosa.

In most cases, Bonjela soothes away pain in 1-3 minutes and the relief lasts for up to 3 hours.

That's why we call it **The
3-minute
smile**



Management 'reports' for Vantage scheme members

Vestric are on November 1 introducing "management information reports" to Vantage scheme members using the automatic stock control and tape ordering systems. The reports complete the Vantage programme—one or more parts of which are now used by some 1,700 active members—and will be offered to those members using the automatic stock control and tape ordering systems.

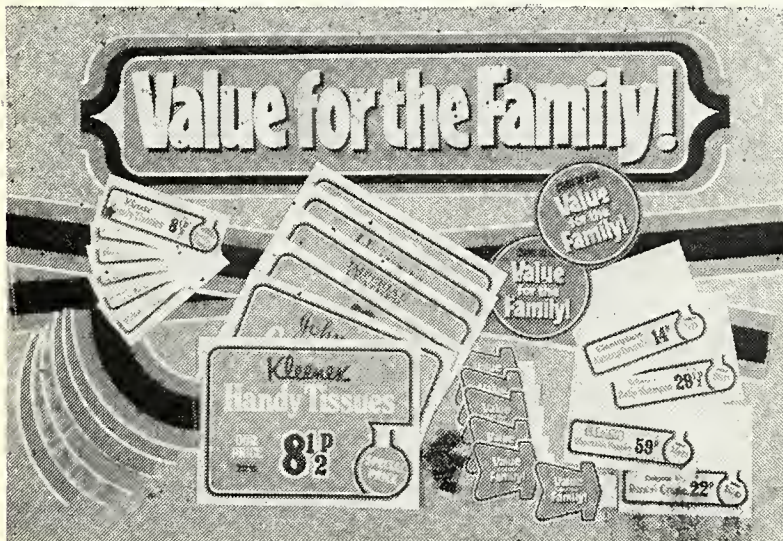
Mr C. D. Bell, customer services manager, said last week that the reports—print-outs from Vestric's computer installation—would cover key areas such as cash flow planning, expenditure analysis, individual and product group performances and comparisons between a retailer's own business performance against an average market performance. "This information, which will be produced quarterly, will enable the Vantage member to determine how much room to give to any one product group; to control the range of pro-

ducts carried in each product group; to calculate shelf linear footage to be given to each product type, and to allocate the number of shelf facings for each line."

Over 500 members are now using the scheme's tape ordering facility, first tested successfully in the South-west. This is used for OTCs and "ethical" discount parcels which are non-urgent and can be delivered at pre-planned times on a twice-a-week basis. At a convenient time, orders are dictated onto a tape cassette—the equipment is on free loan to members using Vantage automatic stock control, or £10 plus VAT annually to other members—and the tape is then either collected by a Vestric van-driver or can be posted to the relevant branch.

More accurate

From September, automatic stock control members will be able to use the tapes to order in coded form. Mr Bell says:



Vantage merchandising and display has been enlarged and upgraded in quality to spread the "value for the family" message into new areas of the shop

Shopfitting round-up

Mat to protect floor covering

A nationwide service designed to protect the flooring and carpets of most commercial and industrial premises has been launched by Initial Services Ltd, 300 Goswell Road, London EC1.

The service—Floorcare—is based on a dust control mat which is replaced every two weeks by one of the company's drivers. Woven from cotton, the mat is able to absorb three times its own weight in moisture, and is impregnated with a specially formulated vegetable oil which enables it to attract dust, grease and grime from people's shoes as they enter the premises. The oil also enables the mat to attract dust in dry weather and the non-

slip back prevents dirt and dust from filtering through.

The mat had been tested for three years before the service was organised. The company claim that for a moderate charge, the service will soon recover its costs by protecting carpet or other floor covering investment against heavy wear and soiling, as well as improving the appearance of the floor.

Hemispherical mirror

Volumatic Ltd, Taurus House, Kingfield Road, Coventry, extended their range of security devices by introducing an acrylic hemisphere, aluminised to give clear reflectivity. Costing about £45, the unit, which weighs 4lbs, is 31in in diameter and 13½in deep and is designed for flush fitting to wall or ceiling, or can be suspended. In either position, says the company, it gives a wide angled view of adjacent areas, enabling staff to keep blind spots and hidden corners under observation.

"We have found on tests that this form of ordering makes the ordering operation quicker and more accurate. It is far easier to record an order for, say, six ABC123s than to dictate a full product description over the telephone. In tests we have found that we are able to process orders with less difficulty, and more accurately."

Other developments in the Vantage programme—now 18 months old—include "upgrading" of window and in-store promotional material. The "value for the family" style has been extended in recent months to take the "value" message into new areas, the ultimate objective being to "merchandise the whole shop". Research is even being carried out into how agency cosmetics might be incorporated.

Total cash outlay is approximately £1.15 per week for all the elements of the Vantage programme, according to Mr Bell.

on TV next week

Ln—London; M—Midlands; Lc—Lancashire; Y—Yorkshire; Sc—Scotland; WW—Wales and West; So—South; NE—North-east; A—Anglia; U—Ulster; We—Westward; B—Border; G—Grampian; E—Eireann; CI—Channel Island.

Anadin: All areas

Andrews liver salts: Ln

Aquafresh: So

Blue-guard: Lc, Y, NE

Crest: All except So, G, E

Elastoplast: All areas

Euthymol Original: Ln, So

French Almond: Y, So, NE

Fresh & Dry: All except E

J cloths: Ln, So, A

Liquid Gumption: Ln, So, A

Macleans: Y, NE

Maybelline lipsticks: All except U, E

Mum: All except E

Nice 'N Easy: M

PLJ: All except U

Ribena: All areas

Rinstead: All areas

Slender: All except E

Steradent: All except E

Super Poli-grip: L, M, Sc, So, A, G

Sure: All areas

Tegrin Herbal: All except E

Pesticide names

The following names have been approved by British Standards Institution technical committee PCC/1—common names for pesticides, for eventual inclusion in BS 1831: dithicrofos (S-(6-chloro)thiochroman-4-yl OO-diethyl phosphorodithioate), fenarimol (2,4'-dichloro- α -(pyrimidin-5-yl)diphenylmethanol), methoprene (isopropyl (\pm)-(E,E)-11-methoxy-3,7,11-trimethyldodeca-2,4-dienoate), metolachlor (α -chloro-6'-ethyl-N-(2-methoxy-1-methylethyl)acet-o-toluidide), thicrofos (S-(6-chloro)thiochroman-4-yl OO-diethyl phosphorothioate), etacelasil (chemical name 2-chloroethyltri-(3-methoxyethoxy) silane), hexylthiofos (O-cyclohexyl OS-diethyl=phosphorothioate), tetrafluron (1,1-dimethyl-3-[3-(1,1,2,2-tetrafluoroethoxy) phenyl] urea).

We'll add a new freshness to your sales - with more TV for Radox Showerfresh.

The Showerfresh launch was a huge success - and the TV campaign played a big part in it.

So to give your sales a summer boost we're running a 3-week burst of the Showerfresh 30-second commercial. Starting August 16.

We're giving you fair warning. If the response is anything like last time - you'd better start ordering.



Nicholas

Pharmaceuticals, Toiletries
Hospital Supplies

Nicholas Laboratories Limited, Bath Road, Slough SL1 4
Radox and Radox Showerfresh are trademarks.

Perfectly placed to sell for you.

Lewis Woolf advertising will be seen in all the right places in 1976. Nursing Times, Nursing Mirror, Mother, Mother & Baby, Midwife & Health Visitor, Health Visitor, You & Your Baby, Parents. And the message will come across loud and clear that Lewis Woolf products are better designed, better made and represent better value for money. You only have to see them. Strong, safe, hygienic Freflo bottles and teats. Griptight Flexi-ring, the soothers that conform to British Standards. And super, strong and absorbent Sof'down disposable nappies and tie pants.

Obvious profit makers.
Stock up soon to meet the demand.



Lewis Woolf Griptight.

THE SAFEST PROFIT YOU'VE EVER MADE

Lewis Woolf Griptight Limited, 144 Oakfield Road, Selly Oak, Birmingham B29 7EE. Telephone: 021-472 4211

Award-winning packs in USA

Close to 1,500 entries were submitted this year in the carton contest sponsored by the Paperboard Packaging Council of the United States. Excellence in construction, graphics, production, customer and marketing performance, are the standards by which the entries are always judged.

Shown here are seven top winners in the categories of medicinal products and cosmetics and toiletries; the captions record the verdicts of the judges.

1. For Schmid Laboratories Inc by Verles Carton Co Inc. This Wright's herb soap package received a gold award. The tendency to maximise the four-colour process because of its availability has been sacrificed in a limited and most effective way. The result is a graphic concept of purity and simplicity to achieve an image of cleanliness. "The story of herbs" illustrated and printed on the inside cover is a plus.

2. For Cosway Co Inc by Southern California Carton Co. A fresh concept in children's product packaging. The surface of the Jungle bath kits are alive with playful pictures of animals. Four-colour printing with acetate windows.

3. For Beecham Laboratories by Eastex Packaging Inc. This entry received a special citation. Tigan pediatric suppository's new one-piece package unfolds in an unusual way to focus attention on the tiny suppository. The carton makes a direct contribution to the preservation of petrochemical resources by eliminating the need to use rigid foam for product protection.

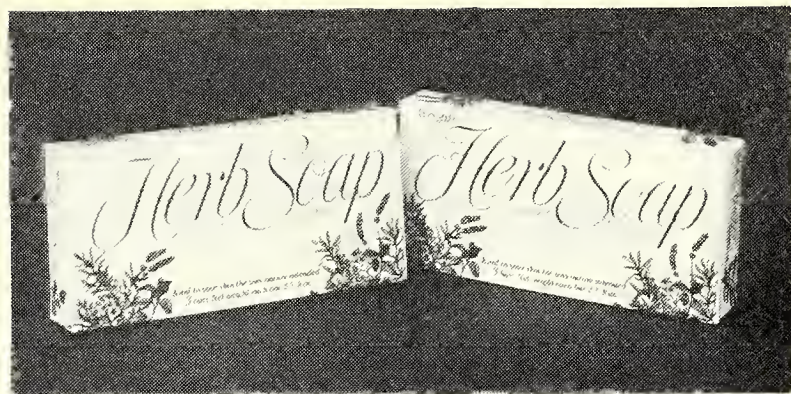
4. For William H. Rorer Inc by F. M. Howell & Co. The Rorasul patient-starter kit package has a book style and gives both protection and display with holding areas for descriptive literature. Full-colour graphics effectively communicate instructions to the physician and patient, as well as to the qualities of the product. The originality of the structural design provides for maximum levels of efficiency throughout all phases of production, distribution and marketing.

5. For Barnes Hind Pharmaceuticals Inc by House of Packaging. This group of cartons for soft lens care products was considered outstanding in design. Colour and graphic arrangement create a family appearance with excellent display features.

6. For Norden Laboratories by Packaging Corporation of America. This dispenser container for vitamin iron tablets for dogs features a photo illustration invoking positive and immediate market appeal.

7. For Max Factor & Co by Southern California Carton Co. A traditional 19th century motif has been designed for the Hypnotique line of bath products. Five colours were used in the printing plus tinted varnish. A beautiful display unit.

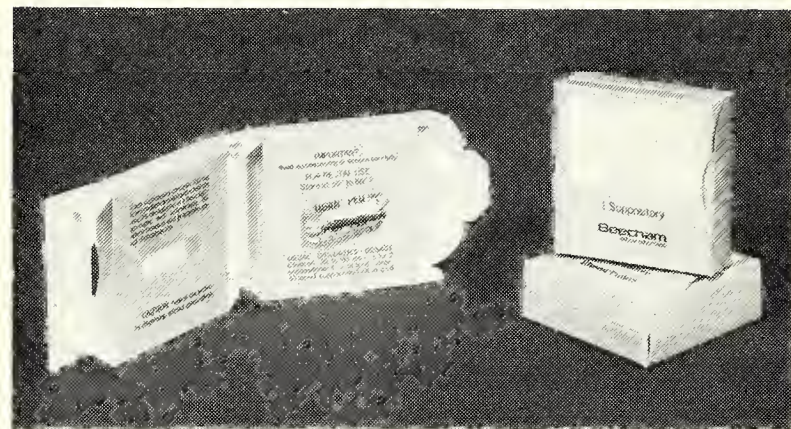
1.



2.



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Programme for Irish Congress

The full programme for this year's Irish Pharmaceutical Congress, to be held at the Great Southern Hotel, Killarney, October 10-13, has now been published.

The basic tariff—£45 per person—covers registration for lectures, admissions to all social events, accommodation in twin-bedded room with bath from dinner on October 10 to breakfast October 14, all meals, banquet ticket, golf fees, tours, VAT and service. A limited number of single rooms are available at £6.20 extra, and there is a £7.20 return rail travel offer Dublin to Killarney. Non-resident registration for lectures is £5 and tickets for the banquet only are £7.50 each.

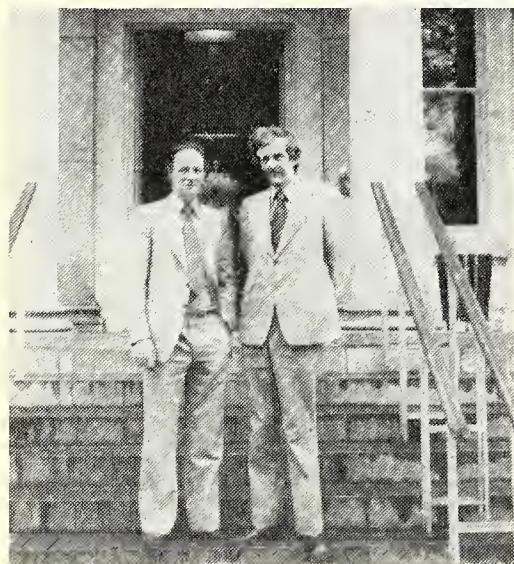
The congress theme is "Community health care—professional and social responsibility" and the programme is:

Sunday October 10

- 4-6 pm Registration of delegates and accompanying persons at Great Southern Hotel.
- 6.30-8.30 pm Dinner.
- 9 pm Welcoming address by T. F. Kennelly, MPSI, chairman, Southern Region Pharmacists' Association, followed by reception.
- 10 pm Cabaret.
- 11 pm Congress club.

Monday October 11

- 9.30 am Ecumenical service.
- 10.15 am Coffee.
- 10.30 am Official opening. Speaker Hon. Chairman, Killarney Urban District Council.



Mr Bob Walsh (left), treasurer, Irish Pharmaceutical Congress Organising Committee, with Mr Aidan O'Shea, secretary, on the steps of the Great Southern Hotel, Killarney, venue for this year's Congress in October.

- 11 am-1 pm Clinical pharmacy. Speakers Dr B. H. Bass, MD, FRCP, Dr F. J. Timoney, MD, FRCPI, O. I. Corrigan, PhD, MPSI. Chairman Professor P. Cannon.

1-2 pm Lunch.

- 2.30 pm Development of the European Pharmacopoeia and its impact on Irish pharmacy. Speaker Miss Alice Esmonde, BSc.

- 3.15 pm Surveillance of medicines for safety. Speaker Dr Aileen Scott, MD, FRCP. Chairman Professor R. F. Timoney.

- 4.30 pm The community pharmacist and industry's role. Speaker J. S. Burns, MPSI. Chairman S. McElroy, MPSI.

6.30-8.30 pm Dinner.

- 8.30 pm Annual meeting, Pharmaceutical Society of Ireland.

Tuesday October 12

- 10-11.15 am Hospital pharmacy topic. Speaker Dr Mogens Nedergaard. BPharm (Denmark). Chairman R. Semple, MPSI.

- 11.30 am-12.45 pm Problems of prenatal and postnatal drug therapy. Speakers P. B. Deasy, PhD, MPSI, Dr R. Shanahan. Chairman Dr T. G. O'Connell.

1-2 pm Lunch.

- 2.30-4 pm The changing role of the community pharmacist—a logical development. Speaker J. P. Burke, FPSI. Chairman R. J. Power, FPSI.

- 4.15-5.30 pm The changing role of the community pharmacist—innovation and practical application. Speakers T. Hassett, MPSI, N. McManus, MPSI. Chairman M. F. Walsh, FPSI.

6-7.30 pm Dinner.

- 8 pm Symposium on community health care. Speaker Senator Dr Noel Browne, Irish Labour Party. Chairman Aidan O'Shea, BSc (Pharm), MPSI.

- 10 pm Panel Discussion: Participation in the General Medical Services scheme.

Wednesday October 13

- 10 am Paediatric community care. Speaker Dr G. H. Cussen, lecturer in paediatrics, University College, Cork. Chairman D. W. P. Boyd, FPSI.

- 11.30 am-12.30 pm Drug treatment of the elderly. Speaker Dr C. M. Hyland, geriatrician, Southern Health Board. Chairman Mr Michael Shannon, MPSI.

- 8 pm Reception and formal banquet. Guest of honour *An Tanaiste*, Mr Brendan Corish, TD, Minister for Health and Social Welfare.

Social programme

Monday October 11

- 11 am Visit to St Mary's Cathedral and Kenmare House.
- 2.30 pm Jaunting car tour of Killarney Lakes (weather permitting) or bus tour to Ladies View.
- 8 pm Champagne reception. Demonstration of flower arrangement. Talk on antiques.
- 10 pm Congress club.

Tuesday October 12

- 9.30 am-6.00 pm Day coach tour: Ring of Kerry.
- 8 pm Bridge competition at Lake Hotel, or talk on art appreciation.
- 10 pm Congress club.

Wednesday October 13

- 11.30 am Cookery demonstration.

- 2.30 pm Golf competition, or visit to Muckross House, craft museum, and Bourne Vincent Park.

The Congress is being organised jointly by the Pharmaceutical Society of Ireland and the Irish Pharmaceutical Society. Chairman of the Organising Committee is Mr T. F. Kennelly, Castleisland, Co Kerry, treasurer Mr J. C. Walsh, Cork, and secretary Mr Aidan O'Shea, Blackpool Bridge, Cork, from whom further details are available on request.

British pharmacists invited

British pharmacists are also invited to attend the Congress, and a special inclusive package is being offered by travel agents Jos. Barter & Sons Ltd, 92 Patrick Street, Cork. The package—which costs £90, a saving of £18 on regular air fares—includes return flight London-Cork, transfer Cork airport to Killarney and return, four-nights accommodation based on twin-bedded room with private bath, registration for lectures, tours, banquet ticket, and VAT and service charges. Brochures are available from Mr Aidan O'Shea, Blackpool Bridge, Cork.

Hospital pharmacist is guest speaker at packaging course

Mr Colin Hetherington, area pharmaceutical officer, Leeds Area Health Authority, has accepted an invitation from the Institute of Packaging to be a guest speaker at the Institute's residential education course on the packaging of pharmaceutical products.

The course is to be held at the White House, University of Sussex, September 19-24. Mr Hetherington will talk to an expected full complement of forty students on "Pharmaceutical packaging in the hospital service". Three years ago he addressed an important Institute of Packaging conference on unit packaging for pharmaceutical preparations, when he discussed the unit dose drug distribution system then on trial within United Leeds Hospitals. The programme for the new course will embrace all aspects of pharmaceutical packaging in a wide variety of media and container forms. Details from Mr Ronald E. Watkins, education and training officer, Institute of Packaging, Fountain House, 1A Elm Park, Stanmore, Middlesex.

'Hysteria': NPU statement

In their statement "Home medicines—an answer to hysteria" the National Pharmaceutical Union used the words "downright lies" in referring to views put forward on the General Sale List. [The words were not included in C&D's report, July 17, p68—Editor.]

The NPU wishes to make it clear that the use of this phrase was not intended to apply and should not by implication be taken to apply to the views put forward by the Proprietary Association of Great Britain, its officers or its members and apologises for any embarrassment that may have been caused to the Association.

Brand new to brand leader in 12 weeks

Last February when we launched MD4 we knew we had a success on our hands.

MD4 was already established as a money spinner on the Continent, and in the UK consumer sales from February to May have already amounted to £500,000 making us the largest ever brand in the stop smoking market.

In just 12 weeks we advanced from brand new to brand leader.

Backed by a £300,000 promotional budget advertising to a potential market of 20,000,000 British smokers, the response had to be big. But with just over 100,000 MD4 users in Britain we've only scratched the surface.

We're continuing our award-winning advertising campaign in the Readers Digest,

The Sunday Times and Observer colour magazines, Woman, Sunday Express, Daily Mail, TV Times, Evening Standard and medical journals such as General Practitioner, World Medicine and British Journal of Hospital Medicine.

This will be supported by an intensive promotional and PR campaign.

Doctors will be hearing about the advantages of MD4 through medical publications, mailings and exhibitions so they can confidently recommend MD4 to patients because it contains no drugs and you too can recommend it to customers.

Re-stock now and take full advantage of the MD4 point-of-sale material. There are six packs in a display outer with leaflets. (Each pack retailing at £4.95)

Counter cards and till stickers with leaflets are also available from Miles.

Don't underestimate demand.

Re-order MD4 today and make sure your shop is well prepared.

The sales have only just begun.

MD4 is available only from chemist outlets.

Stop smoking in
four 2-week stages

MD4
stop smoking method
U.S. Patent 3,604,774
British Patent 1,450,000
*Trade Mark



Miles Laboratories Ltd
Stoke Court
Stoke Poges
SLOUGH

Letters

'The' in chemist titles

In the light of the Neil Fergusson case, do we have a glaring example of one rule for the big boys and the iron fist for the little man, or have I misread the report? No I haven't—and I think it is about time the Council came down to earth and started representing the wishes of the small independent who keep them in their plushy offices.

What happens when a pharmacist is elected to the Council, do they lose all their common sense? Is it something in the air, or what? Or is it that they are determined to blow the Society apart with their stupid decisions, and nothing will dissuade them?

Peter Ralston
Liverpool

Can you please obtain from the Pharmaceutical Society a ruling on what size a company needs to be without receiving a reprimand for the use of "the" in their title.

Pages 92 & 93 of *C&D* make it all too clear that there is one law for the rich, and another for the poor. Are we, or are we not one profession?

K. W. Rathbone
Newcastle Emlyn, Dyfed

Counsel representing Mr Fergusson put forward, as part of his case, the suggestion that if a substantial chain such as Boots uses the words "the chemists" in some contexts (not, it was generally agreed, on facias) it would detract from any invidious meaning the words might otherwise have had in the minds of the public. However, the chairman, in announcing the Statutory Committee's decision, said the Committee were "not deciding anything about the behaviour of Messrs Boots. It would not be relevant".

Mr J. R. Dale, of the Society's law department, said in cross-examination that "Boots the Chemists" had been a registered company name since long before the Statement Upon Matters of Professional Conduct was formulated. There had been correspondence with Boots on the use of "the" since the early 1960s and that was continuing. Boots had "retreated" on the question of facias and the Society would prefer they did not use "the" in other ways, such as on their stamps. "But what they do at the moment is certainly not in breach of paragraph 5." (It is paragraph 5 of the Statement that says descriptions which draw an invidious distinction between pharmacists or pharmacies should not be used.) It was difficult to say, however, whether use of "the" other than on a facia was liable to lead to a complaint to the Committee—and the Boots case was different because it was in their registered name. Counsel for the Society said that in the Fergusson case, the trading name did not accord with the company name. There had been correspondence and a

meeting between the parties since the spring of 1974, during which time Mr Fergusson had maintained his company was entitled to use "the".—Editor.

Formula error

With reference to your article on "mouth pain" (*C&D*, July 24) I am surprised to see Frador described as having the same formula as Fradojel. Unless Messrs John Bell Hills & Lucas Ltd have recently changed their formulas, Fradojel depends on lignocaine hydrochloride for its anaesthetic effect and the balsamic resin base which the article purports to be responsible for this effect appears to be entirely absent.

Incidentally it would be easier for the pharmacist (and customer for that matter) to establish the difference between the formulas of Fradojel and Frador if the formula of the latter product were stated on the outside of its packing.

C. R. Cleverly
Cheltenham, Glos.

The manufacturers acknowledge the error in the copy supplied to *C&D* and confirm that the two formulations are unchanged. They are considering including formula details on the outside of both packs but point out that the change cannot be effected until existing packaging stocks are exhausted.—Editor.

Salicylate poisoning in children has fallen in two areas this year

Preliminary results from two hospitals show a decrease of accidental salicylate poisoning in children under six years since January 1, when child-resistant packaging was introduced for children's aspirin and paracetamol.

A letter in last week's *British Medical Journal* reports that 32 children were admitted to hospital in either Newcastle upon Tyne or in South Glamorgan with accidental salicylate poisoning in the first six months of this year, compared with 65 admissions between January and June 1975. The authors add that many children are still being poisoned with aspirin which has not been dispensed in child-resistant containers, the manufacturers and retailers still working through old stocks, but the downward trend in poisonings "should continue" when these are exhausted.

Warning on gut disease and drug absorption

The *Drug and Therapeutics Bulletin* (July 16) carries a list of gastrointestinal disorders which may affect drug absorption. The drugs and conditions involved are: Gastrectomy—increased absorption of some sulphonamides, levodopa; biliary obstruction—decreased absorption of vitamin K, ampicillin; coeliac disease—cephalexin, clindamycin, sodium fusidate, sulphamethoxazole, trimethoprim, propranolol (increased), penicillin V, thyroxine, digoxin (decreased); Crohn's disease—clindamycin, sulphamethoxazole, possibly propranolol (increased), trimethoprim (decreased).

Books

Metal Box: A History

W. J. Reader. *William Heinemann Ltd*, 15 Queen Street, London W1X 8BE. 9½ x 6 in. Pp 256. £5.

In commissioning this book, the board of Metal Box Ltd gave the author a free run through the archives of the company, both documentary and verbal, without any form of dictation about what should go in or should be left out. The central theme is the transformation of tin-box making and printing as it existed in the late nineteenth century into the modern packaging industry working with many different materials.

The early development of the company by a long series of mergers and acquisitions between small independent units is discussed in detail, and considerable emphasis is placed on the role played in its achievements by Sir Robert Barlow, a master of industrial politics, who retired from the chairmanship at the end of 1959. It is perhaps inevitable that the story of Metal Box should be told largely in relation to developments in the canning of foodstuffs, but the company's interests in containers for many other products such as pharmaceuticals, non-food aerosols, tobacco, etc, have not been forgotten.

A major re-orientation of the company's activities came in the 1950s with the development of plastics materials such as polythene sheet for packaging, and a trend away from rigid metal containers towards paper, board, foil and plastics, often in combination. In spite of its name, Metal Box now employs all these materials, and has more recently entered the field of security printing.

This very readable history sums up the situation neatly in its final paragraph: "Sir Robert Barlow's original success was based on the export of American technology to Great Britain, and the success of Metal Box since has sprung partly from developing that technology at home and partly on exporting it abroad."

Books received

High Speed Liquid Chromatography

P. Rajcsanyi and Elizabeth Rajcsanyi. *Marcel Dekker Inc*, (270 Madison Avenue, New York 10016, USA). 9½ x 6½ in. Pp 192. \$15.50.

The Coca Leaf and Cocaine Papers

Edited by George Andrews and David Solomon. *Harcourt Brace Jovanovich Ltd*, (24 Oval Road, London NW1 7DX). 9½ x 6½ in. Pp 372. £4.25.

The Techniques of Analytical Chemistry—a short historical survey

H. M. N. H. Irving. *HM Stationery Office*, (Atlantic House, Holborn Viaduct, London EC1). 9½ in x 7¼ in. Pp 35. £1.

Encyclopedia of Electrochemistry of the Elements Volume IV

A. J. Bard. *Marcel Dekker Inc*, (270 Madison Avenue, New York 10016, USA). 10½ x 7½ in. Pp 488. \$79.50.

Flame Emission and Atomic Absorption Spectrometry Volume III

J. A. Dean and T. C. Rains. *Marcel Dekker Inc*, (270 Madison Avenue, New York 10016, USA). 9½ x 6½ in. Pp 688. \$49.50.

Company News

Macarthy's sales up 30 per cent

Group sales of Macarthy's Pharmaceuticals Ltd for the year ended April 30 were some 30.4 per cent higher than the previous year at £60.2m, according to preliminary figures issued last week.

Profit before tax was some £0.87m ahead at £2.47m, yielding £1.23m (£0.73m in the previous year) after corporation tax of £1.24m (£0.87m); a further sum of £50,000 has been transferred to the employees' pension fund and charged to the profit and loss account. A maximum permissible final dividend of 2.52p (1.35p) per ordinary share is proposed, and the earnings per share—calculated to take account of the rights issue made in June last year—is given as 11.6p (7.9p).

Although inflation on the products handled by the company is estimated to have been running at about 20 per cent during the period of the 30 per cent sales rise, and despite anticipated increases in overheads, the board expect another successful year in 1976-77. Current sales are said to be a little above this year's budget and since the end of the financial year, Macarthy's have purchased the interests of Ilford Ltd in the production and distribution of renal dialysis concentrates in the UK for £106,000 in cash.

Macarthy's Numark division—H. B. Dorling Ltd—have announced this week that some 32 members within their franchise area are currently in the process of acquiring Numark fascias. Mr Ralph Gutteridge, formerly at the Dartford depot, has now joined the headquarters team at Romford and will be working closely with Mr David Savory, director, and Mr Eddie Masters, sales manager; his responsibilities will include special promotional activities and advertising. Mr Robin Mason has been appointed as assistant to Dartford depot manager Mr Bill Hills; originally a sales representative, Mr Mason has been assisting in the re-organisation of stock lay-out in the warehouse area and has been responsible for the control of incoming goods and security.

Beecham cautious on future growth

"No company of our size is likely to raise its profits by more than 40 per cent a year on a regular annual basis", said Mr G. J. Wilkins, chairman of Beecham Group Ltd at the annual meeting on July 28, commenting on the 47 per cent increase in pre-tax profit achieved in 1975-76. This followed a decline in UK profits in 1974-75, and Mr Wilkins pointed out that the important factor is the long-term trend.

He referred to both price controls and dividend controls as examples of political expediency and drew attention to the enormous discrepancy between the growth

in employee remuneration and dividends.

Turning to the threat of nationalisation, he said that nobody outside the left-wing of the Labour Party would seriously consider that an element of public ownership in the industry would serve any useful purpose. "Even the present government . . . has said that it has no intention of taking any action on this ludicrous recommendation." It would, however, be unwise to ignore it since it may well reappear in a future Labour manifesto.

Concluding this section of his speech, Mr Wilkins said that, though objects of suspicion to the Labour Party, the British-owned research-based pharmaceutical companies should in fact be a source of pride to everyone in this country. "If the rest of industry had been as successful over the last 30 years the nation's economic problems would be much smaller than they are, and a great deal easier to overcome."

Warner Lambert record

Sales and earnings of Warner Lambert Co for the first six months of 1976 were at record levels in spite of the effect of overseas currency adjustments on second quarter earnings. Sales for the second quarter

increased by 10 per cent to \$590.55m, while in the first six months sales were \$1,131.66m, an increase of 8 per cent over the same period of 1975.

The chairman, Mr E. B. Giblin, reports that sales increased in all the major domestic and international segments of the business, and sales of consumer products, including such new lines as Freshen-up gum and Listermint mouthwash, were particularly noteworthy. He also states that the company's pharmaceutical operations demonstrated strength across the board and that sales of medical-surgical products showed a significant increase as well.

Briefly

The Mathison & Scott pharmacy at 119 Corstorphine Road, Edinburgh EH12 5PZ, has been acquired by Park Chemists (IS) Ltd with effect from July 26.

A. J. Box & Drivers Ltd have installed a £45,000 IMB computer to deal with an increase in customers and volume of business, operating from Powerscroft Road, Footscray, Sidcup, Kent.

L. R. B. Pearce Ltd are moving from their London office on August 27 to the following address: PO box 28, Basing View, Basingstoke, Hants RG21 2JU (telephone Basingstoke (0256) 29292, telex 858507).

Chemical Industries Association have issued an up-dated leaflet, "UK chemical industry facts", which states that the chemical industry is the third largest in the UK. With an estimated turnover of about £9,200m in 1975, it is the fourth largest chemical industry in the world outside the eastern bloc. Figures are also given for the output of various sectors of

Continued on p174



The Sangers Group Limited

"Record Turnover and Profits" reports the Chairman, Mr. H. T. Nicholson

- ★ Pre-tax profits increased by 105%. Turnover increased by 17.5%.
- ★ In view of the resurgence in profits, the maximum dividend permitted is recommended.
- ★ The Rights Issue realised nearly £1 million, to be used for expansion and diversification.
- ★ We are optimistic about the future and our underlying profitability is solidly based.

SALIENT FIGURES FROM THE ACCOUNTS

Year ended 29 February	1976	1975
	£000	£000
Turnover	65,138	55,425
Profit before Tax	1,880	916
Profit after Tax	837	412
Earnings per Ordinary Stock Unit	10.83p	5.83p
Dividend per Ordinary Stock Unit	5.28p	4.8014p

Appointments

New board posts at Vestric

Vestric Ltd have appointed Mr P. M. Worling, FPS, deputy managing director, and Mr T. Saul marketing director. Both are newly created positions and Mr J. C. Stewart continues as managing director.

Mr Worling qualified in 1950 and was designated a Fellow of the Pharmaceutical Society in 1954. He joined Bradley and Bliss Ltd in Reading in 1956, and was later appointed home sales manager. He was manager at Vestric's Ruislip branch, prior to being appointed operations controller of the company's northern division, based at Edinburgh, and was appointed to the board as commercial director (a function he retains) in January 1973.

Mr Saul joined Vestric as marketing manager in January from being general home sales manager with Duncan Flockhart Ltd, another Glaxo group company. He joined Allen and Hanburys as a representative in 1959 and transferred to Duncan Flockhart in 1956.

Dylon International Ltd: Mr James Pearcey has been appointed export director; Mr Bob Harper is now export manager.

McKechie Brothers Ltd: Mr R. C. Copeman has been appointed to the board of McKechie Britain Ltd and also chairman of McKechie Chemicals Ltd.

Kodak Ltd have appointed the following as directors: Mr D. J. Goodchild, manager, sensitised goods and manufacturing division, and Mr E. J. Yates, comptroller.

Eaton Laboratories: Mr Mark Davis, MPS, has been appointed marketing director. Mr Davis was formerly with Glaxo Holdings Ltd as manager of the marketing planning unit.

Warner Lambert Group: Mr M. Trollope has been appointed business development manager of the consumer products division. He has been with the group since 1969 and was previously a group product manager.

Janssen Pharmaceuticals Ltd: Mr J. H. Platt has been appointed product manager, psychiatric division; Mr D. Gough has been appointed clinical research associate, medical department; and Mr C. R. Simpson is now new products co-ordinator.

Reckitt & Colman Ltd: Mr James A. S. Cleminson has been appointed deputy chairman and will retain his former position of chief executive, held since 1973. Mr Arthur M. Mason, chairman, will be retiring in May 1977 and remain a non-executive director of the company.

Max Factor Ltd: Mr Peter Van Oss, previously a director of Boots the Chemists and head of sales and merchandise, has joined Max Factor's board as deputy managing director and director of marketing. Mr Terry Clark has been promoted to marketing division director, and Mr Keith Gould to sales division director.



Mr P. M. Worling

Kimberly-Clark Ltd: Mr Brian Wright has been promoted to the position of senior product manager for roll products at Kimberly-Clark. Previously product manager for household towels, he now becomes responsible for Kleenex toilet tissue as well as maxi dri and flair towels.

Fassett & Johnson Ltd: Mr William Ritchie has been appointed chairman following the resignation of Mr Sydney M. Levy, who remains on the board in a non-executive capacity. Mr Ritchie is a director of the parent company, Molyneux Finance Ltd, and director of a merchant bank.

The Wellcome Foundation Ltd: Dr J. M. G. Walker, DCC, BSc, PhD, has been appointed planning manager of group research and development. He will be based at the company's research laboratories, Beckenham, Kent, and will be responsible for monitoring the use of research resources and planning new product development.

Johnson & Johnson Ltd: Mr Richard Wheatly has been appointed manager of its business development group. The group was formed in October 1975 when the company re-organised its consumer products division. Mr Wheatly will be responsible for one-third of the total Johnson & Johnson consumer goods business, including J cloth cloths and Band-aid plasters.

RHM Foods Ltd: Mr Gordon Reade, the former southern regional manager, has been appointed retail general sales manager, and Mr Peter Westrip, previously national accounts sales manager, has been appointed wholesale general sales manager. Mr Reade will have two new divisional sales managers, Mr John Haworth and Mr Derek Sage, covering the north and south of the country, respectively.

United Glass Ltd: Mr J. R. Cater, deputy chairman of Distillers Co Ltd, has resigned from the board of United Glass Ltd. He will be succeeded as chairman of United Glass by Major D. A. Blair, MBE, MC, who has been appointed to the United Glass board of DCL. Also appointed to the United Glass board are Mr J. R. Griffin, managing director of UG closures and plastics division, and Mr A. Phizack-lee, head of the UG research development centre at St Albans.

Jeyes UK Ltd: Mr Peter Shenton has been promoted to northern divisional sales manager, with headquarters office in Not-

tingham. He joined the company 10 years ago as a retail representative in the north east. Mr Norman Goff has transferred from the north to take over as southern divisional sales manager and is based at West Hampstead. Mr Phillip Robinson has been appointed product group manager responsible for such brands as Brobat Bloo, Jeyes Fluid and the paper range of products. Mr Hugh Phillips has been appointed to the new post of market intelligence manager.

Unichem Ltd: Mr Geoffrey Bass, Nuneaton branch manager, is joining the central operations team based at Crown House. He is succeeded as general manager by David A. J. Skinner, MPS, formerly general manager at the Lea Green branch of Macarthy's. Mr Bass joined Unichem in 1970 as assistant and later branch manager at Croydon; he moved to Nuneaton in 1973. Mr Skinner qualified from Bristol School of Pharmacy and holds a diploma in management studies. Following a period as a medical representative, he was a manufacturing pharmacist with Roche, and seven years ago entered depot management with Macarthy's.

Business briefly

Continued from p173

the industry, including pharmaceuticals and toilet preparations, and statistics concerning investment, earnings, safety, etc, are quoted. Copies are available free of charge from CIA, Alembic House, Albert Embankment, London SE1 7TU.

Newman Labelling Machines Ltd sales in June were an all-time record, and the annual turnover has more than doubled in the past three years. Overseas sales have played a major part in the company's growth, and over 70 per cent of its products are currently being exported.

Compac (Materials & Systems) Ltd and **British Miller Hydro Co Ltd**, who until recently were subsidiaries of American companies, have left the union and joined forces under the name Helix. The present range of bottle washing, rinsing, conveying and labelling systems will continue to be manufactured but at new premises at 545 Ipswich Road, Slough.

Syntex Pharmaceuticals Ltd have issued a booklet to mark the completion of ten years' trading in the UK. The company now markets over 70 products in the UK and some 40 countries overseas, and employs more than 250 people. Future developments include a research centre, now under construction in Edinburgh and expected to open next year, where some 60 scientists will be engaged on basic research.

Manuplastics Ltd are now operating as a private company again, having been bought from Cope Allman International by the existing management—Mr Alan Shepherd and Mr David Wean, who become joint managing directors with responsibility for sales and production respectively. The company plans to increase its range of standard products for the cosmetics and aerosol industries as well as supplying "specials".

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Market News

Barbiturates dearer

London, August 4: Barbiturates were significantly advanced in price this week, but only small movements were recorded among crude drugs, those marked down including Canada and Peru balsams, henbane and senega. Dearer were aloes, benzoin, hydrastis, gentian, cherry bark, lemon peel and witchhazel leaves. Spot supplies of clove oil and Chinese pepper-mint oil were easier, but sandalwood and Chinese spearmint had a firmer tone.

Pharmaceutical chemicals

Acetarsol: 50-kg lots £10.00 kg.
Acetone: 5 × 200-litre drums £238 metric ton; 20 drums £223.
Adrenaline: (per g) 1-kg lots base £0.25; acid tartrate £0.20.
Aloin: 50-kg lots £12.90 kg.
Ammonium bicarbonate: BPC £127.05 metric ton, ex-works.
Ammonium acetate: BPC 1949 crystals £0.45 kg in 50-kg lots; strong solution BP 1953 £0.1841 kg in 200-kg lots.
Ammonium chloride: Pure in 50-kg lots £0.2121 kg for powder.
Amylobarbitone: Less than 100-kg lots £9.08 kg; sodium £10.56.
Atropine: (per kg in ½-kg lots) Alkaloid £112; methonitrate and methylbromide £102; sulphate £83.50.
Benzocaine: BP in 50-kg lots, £4.49 kg.
Brucine sulphate: £45.00 kg.
Butabarbital: 50-kg lots £11.84 kg; sodium £13.01.
Butobarbitone: Less than 100 kg, £11.24 per kg.
Caffeine: Anhydrous £3.30 kg in 100-kg lots; citrate £2.40 kg (50-kg lots).
Calamine: BP £621 per 1,000 kg.
Calcium lactate: 250-kg lots £412 metric ton.
Cantharadin: 100-g lots £0.75 per g.
Carbon tetrachloride: Technical in 4-ton lots £206 metric ton.
Chloral hydrate: 50-kg lots £1.00 kg.
Choline: (500-kg lots) bitartrate £1.99 kg, dihydrogen citrate £1.50.
Cinchocaine: Base (5-kg lots) £55.75 kg; hydrochloride £59.30.
Citric acid: BP granular hydrous per metric ton Single deliveries £581. Anhydrous £624. Five-ton contracts £593 and £638 respectively.
Clioquinol: USP XVIII 500-kg lots, £11.06 kg.
Cocaine: Alkaloid £448 per kg; hydrochloride £409. Subject to Misuse of Drugs Regulations.
Cyclobarbitone: Calcium £11.29 kg in 25-kg lots.
Glucose: (Per metric ton in 10 ton lots) mono-hydrate £178; anhydrous £410; liquid 43° Baumé £170 (5-drum lots); naked £144 (tanker 14 tons).
Glycerin: 1-5 ton lots £564 metric ton in 250-kg returnable drums; 5-ton lots £561.
Homatropine: Hydrobromide and methylbromide £65.00 per kg in ½-kg lots.
Hydrogen peroxide: 35 per cent £223 metric ton.
Hyoscine hydrobromide: £450 per kg.
Hyoscyamine: Sulphate £94.00 kg in 100-g lots.
Iodine: Resublimed in 250-kg lots £4.90 kg.
Isoprenaline: Hydrochloride £48.00 per kg; sulphate £40.00.
Lignocaine: (25-kg) base £9.24 kg; hydrochloride £9.31.
Methadone hydrochloride: Subject to Misuse of Drugs Regulations, £1.33 per 5-g.
Metol: Photo grade per kg, 50-kg lots £5.64; 250-kg £5.46.
Noscapine: Alkaloid £26.80 kg for 25-kg lots; £25.00 kg for 100-kg. Hydrochloride £30.00 and £28.00 kg for similar quantities.
Opiates: (£ per kg) in 1-kg lots: subject to Misuse of Drugs Regulations—Codeine alkaloid £438.70 to £454 as to maker; hydrochloride £391; phosphate £334.80 to £347; sulphate £391. Diamorphine alkaloid £531; hydrochloride £484. Ethylmorphine hydrochloride £426.40 to £444. Morphine alkaloid £482.30 to £501; hydrochloride and sulphate £335 to £409.
Papaveretum: £305 kg; 5-kg lots £300 kg. Subject to Misuse of Drugs Regulations.
Penicillin: Potassium, sodium or procaine, sterile, £17.00-£19.00 per 1,000 Mu.
Pentobarbitone: Less than 100-kg £14.69 kg; sodium £15.88.
Pethidine hydrochloride: 10-kg lots £28.70 kg. Subject to Misuse of Drugs Regulations.
Phenobarbitone: In 50-kg lots £10.89 kg; sodium £11.91.

Pholcodine: 1-kg £432 to £457; 60-kg lots £400 to £415 as to maker. Subject to Misuse of Drugs Regulations.
Phosphoric acid: BP sg 1.750, £0.4373 kg in 10-drum lots.
Phthalylsulphathiazole: 50-kg lots £1.60 kg.
Physostigmine: Salicylate £0.69 per g; sulphate £0.88 100-kg lots.
Pilocarpine: Hydrochloride £174.50 per kg; nitrate £169.50.
Quinalbarbitone: Base and sodium in 25-kg lots £13.91 kg.
Quinidine sulphate: 25-kg lots £140 kg.
Quinine: (25-kg lots, per kg) alkaloid £89.55; bisulphate £75.30; dihydrochloride £88.55; hydrochloride £88.55; sulphate £84.55.
Sodium thiosulphate: Photo grade £131.50 metric ton, delivered.
Stilboestrol: BP in 25-kg lots £89.00 kg.
Streptomycin: £20.00 kg base, dihydrostreptomycin £21.00 kg base.
Strychnine: Alkaloid £60.00 per kg; sulphate and hydrochloride £45.00 kg—in 5-10 kg lots.
Succinylsulphathiazole: £4.67 kg (50-kg lots).
Sulphacetamide sodium: BP £6.51 kg for 50-kg.
Sulphamethizole: £6.71 kg in 1,000-kg lots.
Sulphaquinoxaline: BVetC in 50-kg drums £8.05 kg, sodium salt £9.10.
Tartaric acid: £705 metric ton.
Theophylline: Hydrate and anhydrous £3.41 kg in 100-kg lots. Theophylline ethylenediamine £3.66 kg under 50-kg lots.

Crude drugs

Aloes: Cape nominal £1.12 kg spot; £1.10, cif. Curacao nominal, £1.67 kg spot, £1.65 new crop kg forward.
Balsams: (kg) Canada £12.50 spot, £12.10 cif for shipment. Copaiba: BPC £1.50 spot; £1.55 cif.
Peru spot £6.70 nominal, £6.60 cif. Tolu £3.40 spot; £3.30 cif.
Benzoine: BP £76.00-£77.00 cwt spot; £73.00-£75.00, cif.
Buchu: Rounds £2.35 kg spot; £2.10, cif.
Cherry bark: Spot £730 metric ton; £710, cif.
Cochineal: Peruvian silver-grey £13.00 kg, cif.
Colocynth pulp: £0.40 kg spot.
Dandelion: New crop for shipment £1.03 kg, cif.
Gentian: Root £1.48 kg spot; £1.42, cif.
Henbane: Niger £830 metric ton spot; £820, cif.
Hydrastis: (kg) £9.30 spot; £9.10, cif.
Lemon peel: Unextracted £1,600 metric ton spot; shipment £1,550, cif.
Podophyllum: Root £720 metric ton, cif.
Quillaia: Spot £1.15 kg; £0.95, cif.
Rhubarb: Chinese rounds 60 per cent pinky £1.40 kg.
Saffron: £220 kg spot.
Senega: (kg) Canadian £12.40 spot, £12.30, cif.
Senna: (kg) Alexandria pods, hp, £1.40-£1.70, manufacturing, £0.95. Tinnevely leaves faq No 3, £0.28, faq pods £0.27, hp £0.39.
Styrax: spot £4.10 kg.
Tonquin beans: Spot £1.10 kg; shipment £1.05, cif (Angcostura type).
Witchhazel leaves: Spot £3.20 kg; £3.10, cif.

Essential and expressed oils

Almond: Sweet in drum lots £1.20 kg.
Anise: (kg) £16.00 spot and cif.
Bois de rose: (kg) £4.50 spot.
Buchu: South African £155 per kg spot.
Camphor white: £0.80 kg spot; £0.70, cif.
Caraway: Imported £16.00 kg; English £28.00.
Cardamom: English distilled £120 kg.
Cassia: Chinese spot and shipment not quoted.
Cedarwood: Chinese £1.20 kg spot; £1.12, cif.
Celery: English £28.00 kg.
Citronella: Ceylon £1.25 kg spot; £1.22, cif.
Chinese £1.55 spot and cif.
Clove: Indonesian leaf, £2.20 kg spot; £2.15, cif.
Coriander: Imported Russian £19.50 kg spot.
Dill: £15.00 in drum-lots.
Fennel: Spanish sweet £9.00 kg spot.
Geranium: Bourbon £36.15 kg, cif.
Lavandin: About £5.00 kg.
Lavender spike: £10.00-£11.00 kg spot.
Lemon: Sicilian best grades about £7.20 kg.
Lemongrass: Spot £4.40 kg; £4.00, cif.
Lime: West Indian about £8.60 kg spot.
Mandarin: £8.40 kg.
Nutmeg: (per kg) English distilled from West Indian £22.00; from East India £20.00; imported £7.00.
Orange: Florida £0.75 kg; West Indian £0.50.
Origanum: About £12.00 kg.
Palmarosa: No spot; £7.40 kg, cif.
Patchouli: £8.50 kg spot; £8.00, cif.
Pennyroyal: £11.00 kg to arrive.
Pepper: English distilled ex-black £75.00 kg.
Peppermint: (kg) Arvensis—Brazilian £4.00 spot shipment £3.90, cif. Chinese £4.00 spot; £3.95, cif. Piperata. American Far West about £19.00, cif.
Peltigrain: £5.60 kg spot; forward £5.35, cif.
Rosemary: £5.75 kg spot.
Sage: Spanish £1.00 kg to arrive.
Sandalwood: Mysore £55.00 kg spot and cif.
Sassafras: Chinese £2.20 kg, cif. Brazilian £2.20 kg spot and cif.
Spearmint: American Far West spot £9.30 kg; Chinese spot £10.00 kg shipment £8.50, cif.

The prices given are those obtained by importers or manufacturers for bulk quantities and do not include value added tax. They represent the last quoted or accepted prices as we go to press.

Post Scripts

The Society's 'local' branch

The Pharmaceutical Society's move soon to the new premises at Lambeth High Street may well co-incide with a revival of the Society's branch for that area.

Now that the branch boundaries have finally been settled, the indications are that the South West Metropolitan Branch has a membership of 362 with a high proportion of recently qualified pharmacists—which could provide the potential for active participation in future activities. The South-West London Chemists Association, first formed in 1912, more than 10 years before the Society's branch structure came into being, is however being wound up.

The Branch's newly formed committee has a membership covering retail, hospital, academic, industry and administration and the following officers have been elected: chairman Dr John Foster, vice-chairman Dr Peter Houghton, treasurer Mr Patrick Rogers, and secretary Mr John G. Wheeler, Association of the British Pharmaceutical Industry, 162 Regent Street, London W1. A provisional programme for 1976-77 has been arranged including—befitting for the local branch—a meeting at the Society's new headquarters: that will be on January 12 when the Society's president, Mr J. P. Bannerman, will speak on current problems in pharmacy. The first meeting is however scheduled for October 12 at St George's Hospital Medical School, Tooting, London SW17, when the subject will be the management of ostomies.

NI Council member among winners

A number of pharmacists were among the winners in the recent £23,000 window and sales promotion contest run by Kodak Ltd—including a Council member of the Pharmaceutical Society of Northern Ireland, Mr W. J. Bolon of Ballymena, who wins a holiday in Mombasa.

Other major prize winners from the pharmacy trade include Mr J. F. Turrill of Reids of Haslemere, Haslemere, Surrey, and Mr W. E. Rees of Hinton Lake & Sons, Exeter, who win holidays in Paris; Mr W. R. Baxter of W. R. Baxter (Chemists) Ltd, Dundee, Mr R. J. Dick, Ballymena, co Antrim, Northern Ireland, and Mr C. F. Belts of Martins Pharmacy, Southwick, Brighton, who win holidays to Amsterdam; and Mr F. Charles of Park Pharmacy Donald G. Hayden (Chemists) Ltd, Oulton Broad, Suffolk, who wins a holiday in London.

Advance information

Aerosols 77. 11th International Congress and 7th International Exhibition of Aerosols, Palais du Centenaire, Brussels, September 20-23, 1977. Details from Brussels International Trade Fair ASBL, Palais de Centenaire, B-1020 Brussels, Belgium.

Agricultural and Veterinary Practice Pharmacy Group, Pharmaceutical Society, weekend course, Welcombe Hotel, Stratford-upon-Avon, October 16-17. Subjects include the treatment of small animals; catering for the domestic horticultural market; and how the Medicines Act affects the agricultural and veterinary pharmacist. Details from W. B. Rhodes, Pharmaceutical Society, 17 Bloomsbury Square, London WC1.

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No job advertisement which indicates or can reasonably be understood as indicating an intention to discriminate on grounds of sex (e.g. by inviting applications only from males or only from females) may be accepted unless:

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Legal

NOTICE OF INTENTION TO PRESENT A PETITION TO THE COURT

IN THE HIGH COURT OF JUSTICE CHANCERY DIVISION GROUP A

IN THE MATTER OF Letters Patent No. 961317 dated the 7th day of February 1961 granted to AMERICAN CYANAMID COMPANY, a corporation organized under the laws of the State of Maine, United States of America, formerly of Rockefeller Plaza, New York 20, State of New York, United States of America, now of Berdan Avenue, Township of Wayne, State of New Jersey, United States of America, in respect of an invention entitled "Amine Derivatives and Process for their Preparation"

AND

IN THE MATTER OF Section 23 of The Patents Act 1949

NOTICE IS HEREBY GIVEN that it is the intention of AMERICAN CYANAMID COMPANY to present a Petition to the High Court of Justice, Chancery Division, praying that the term of the above Letters Patent may be extended.

AND NOTICE IS FURTHER GIVEN that on 8th November 1976 at 10.30 o'clock in the forenoon or so soon thereafter as Counsel may be heard American Cyanamid Company intends to apply to the Court for Directions fixing the date of hearing of the Petition and other Directions.

Notices of Opposition to the Petition must be lodged not less than 7 days before the date above mentioned at the Chancery Registrars' Office, Royal Courts of Justice, Strand, London WC2. Documents requiring service upon American Cyanamid Company pursuant to the Rules of the Supreme Court, Order 103, may be served at the offices of the solicitors to the said Petitioner.

Dated this 29th day of July 1976

ALLEN & OVERY

Solicitors for the said Petitioner, 9 Cheapside, London EC2V 6AD.

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